

OF NOTE



Quarter (mile) pounder

Fiat Chrysler is getting back into the muscle car business — and in a big way. The company is launching the 840-horsepower 2018 Dodge Challenger SRT Demon at a cool sticker price of \$84,995. The power plant is a super-charged 6.2-liter HEMI V8 engine mated to an eight-speed automatic transmission. On the drag strip, the beast has already delivered a production-car-record 9.65-second quarter-mile.

Industry News Briefs pages 6-7

Business Calendar page 11

Business Tech page 17

Panelist: We have enough workforce programs

Brice Wallace
The Enterprise

A gathering last week to discuss educational approaches to solve workforce issues featured many oft-told ideas: Getting kids excited about various career options earlier. Having youngsters and their parents understand that manufacturing and other trades are clean and safe, countering current misperceptions. Pushing for more diversity in the workforce.

But one panelist stood out by calling for fewer — not more — programs to address workforce needs.

At the Salt Lake Chamber event, panelists discussed programs at universities, high schools, the Governor's Office of Economic Development, the Utah Department of Workforce Services and industries and businesses. Perhaps there are too many, according to Vance Checketts, vice president of Utah operations for Dell EMC, who said some programs are good but others are not very effective and should face elimination.

"The first thing we need to do is not start any new ones," Checketts said. "That sounds kind of like maybe I'm a downer here, but, oh my goodness, there are so many great initiatives and so many great people who want to do great things that we

can't afford the risk of diluting ourselves further. Everybody knows this is an important topic and there are enough great organizations and programs in existence today that I feel like we don't need to go create more."

Checketts said he prefers to see better coordination and a stronger focus for successful programs. He said he is hopeful that Talent Ready Utah can serve as a clearing-house or forum for all the initiatives across the state.

"We don't need new programs, and yet a lot of the existing programs proba-

see WORKFORCE pg. 4



Lift lines, like this one at Park City's King Con lift, were long this past ski season in Utah. The state's ski industry set a record with 4,584,658 skier-days — up 8.35 percent over the five-year average.

Longer season adds to record-setting year for Utah ski industry

Brice Wallace
The Enterprise

Utah's ski industry experienced a record season in 2016-17, with nearly 4.6 million skier days.

The 4,584,658 skier days topped the previous record of 4,457,575 during the 2015-16 season, according to Ski Utah. The eight-month season — Snowbird stopped its lifts June 11, making the season 197 days long — saw the number of skier days rise 8.35 percent over Utah's

five-year average of 4,231,276.

A skier-day is defined as one person visiting a ski area for all or any part of a day or night for the purpose of skiing/snowboarding. The lowest skier-day total in Utah during the past 10 years was 3,825,090 in 2011-12.

"Mother Nature plays a huge part in our industry — our No. 1 marketing partner," Nathan Rafferty, Ski Utah president, said at a news conference last week. "I re-

Summer utility hikes add to 0.5% CPI rise

Higher summer usage for electricity and water caused utility rates to rise and the Zions Bank Wasatch Front Consumer Price Index (CPI) showed a corresponding rise in May. The index ticked upward, rising 0.5 percent from April. Communications costs also went up as phone companies increased the prices of monthly plans. Other sectors experienced either modest increases or slight drops.

The national Consumer Price Index increased 0.1 percent from April to May.

Housing prices continued to increase at a rate of 0.2 percent from April to May due to higher apartment rental rates and hotel rates.

"With food prices maintaining consistency and only minor price changes in areas like recreation, we should see consistent discretionary spending being injected into the economy this summer," said Scott Anderson, Zions Bank president and CEO. "Consumer spending boosts sales for local and state businesses, and in turn helps Utah's economy continue to grow."

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

- Transportation rose in price by 0.8 percent as rental car and car insurance rates increased.
- Recreation prices increased by 0.5 percent as pet care prices increased in anticipation for the summer.

Utah's price increases were slightly

see SKI RECORD pg. 19

see CPI pg. 19





Winners of the 2017 EY Entrepreneur of the Year for the Utah Region were announced recently at a gala in Salt Lake City. Winners are (left to right): Case Lawrence of CircusTrix, Sam Malouf of Malouf, Stephen Daly of Ivanti, Nate Quigley and Vanessa Quigley of Chatbooks Inc., Andrew Smith of Four Foods Group, Derek Maxfield of Younique, Tim Ballard of Operation Underground Railroad and Karl Sun of Lucid Software.

EY honors 2017 top entrepreneurs

Utah Region winners of the 2017 EY Entrepreneur of the Year Awards were announced at a black-tie event at the Grand America Hotel in Salt Lake City on June 10. The program recognizes business leaders in more than 145 cities in 60 countries throughout the world who have disrupted industries, created new product categories, and successfully brought new innovation and technology to traditional industries, EY (formerly Ernst & Young) said in a release. More than 1,000 of business leaders and entrepreneurs attended the event.

Winners, as selected by an independent judging panel made up of previous award winners, leading CEOs, investors and other regional business leaders, are:

- Nate Quigley, CEO and co-founder and Vanessa Quigley, co-founder and Chatbooker-in-chief, Chatbooks Inc., Provo, Direct to Consumer Products category.

- Case Lawrence, CEO, CircusTrix, Provo, Consumer Services category.

- Andrew Smith, CEO and

co-founder, Four Foods Group, American Fork; Real Estate, Hospitality and Construction category.

- Stephen Daly, CEO, Ivanti, South Jordan, Technology category.

- Karl Sun, CEO and co-founder, Lucid Software, South Jordan, Business Services category.

- Sam Malouf, CEO and founder, Malouf, Logan, Distribution and Manufacturing category.

- Tim Ballard, CEO and founder, Operation Underground Railroad, Draper, Social Entrepreneur category.

- Derek Maxfield, CEO, Younique, Lehi, Retail and Consumer Products category.

"EY has been recognizing leading entrepreneurs for over three decades," said Shawn Goff, Entrepreneur Of The Year Utah Region program director and EY Salt Lake City office managing partner. "In the Utah Region, this group of entrepreneurs is building award-winning organizations

and creating exciting innovations that continue to make the Silicon Slopes a great place to do business."

EY is a global provider of assurance, tax, transaction and advisory services.

The winners join the ranks of 31 years of winners. As a group, the 2017 Utah Region award winners have made a significant mark on innovation and the economy, the EY statement said. They employ more than 5,500 people and are a major source of economic growth, adding nearly 3,000 jobs in the past two years — a 93 percent boost in headcount. They have an aggregate revenue of more than \$1 billion and an impressive revenue growth rate of 91 percent during the past two years.

Also honored at the Utah Region event was 16-year-old Olivia George, owner of Mountain Blue Doodles. She received the 2017 EY Youth Scholarship for her business idea. Mountain Blue

see EY WINNERS page 19

Report: Utah's economy benefits from globalization

New research from the Kem C. Gardner Policy Institute at the University of Utah's David Eccles School of business concludes that on the whole, the Utah economy is larger and more prosperous because of globalization. Globalization is defined as the process by which businesses or other organizations develop international influence or start operating on an international scale.

Data on Utah's foreign-born, refugee resettlement, international travel and international students also reinforce the positive economic impacts of globalization on the state economy, the reports says.

"While some may portray free trade and open borders as threatening, the data suggest such a negative view is not warranted for Utah," said Jim Wood, Ivory-Boyer senior fellow at the Gardner Institute and author of the study. "Overall, the state economy has seen positive effects from globalization."

Highlights from the report include the following:

- Utah's 2015 international goods exports (non-gold) supported \$3.5 billion in earnings and 84,367 jobs and added \$6.7 billion to Utah's gross domestic product.

- Utah has been largely shielded from the economic shocks of free trade due to the state's low concentration of import-vulnerable manufacturing jobs.

- Immigration is a vital source of labor supply for Utah employers. The state has nearly 172,200 foreign-born workers making up 12.5 percent of the Utah's workforce.

- Approximately 7 percent of the 116,600 students enrolled in the Utah System of Higher Education are international students.

"This report reaffirms the need for global engagement to generate sustained economic growth and reveals many assets to build on," said Marek Gootman, fellow and director of strategic partnerships and global initiatives at the Brookings Institution. "The report reinforces the value of new efforts by business, government and civic leaders to strengthen the international economic connections and competitiveness of Utah and its regions."

The report is the inaugural edition of the *Gardner Business Review*, which shares applied economic analysis by the David Eccles School of Business. The report was shared with attendees of "Metro Solutions: A Framework for Regional Growth, Prosperity, and Inclusion," an event hosted by Salt Lake County, with participation by the Brookings Institution.

The Kem C. Gardner Policy Institute at the University of Utah enhances Utah's economy by placing data-driven research into the hands of decision-makers. Housed within the David Eccles School of Business, its mission is to develop and share economic, demographic and public policy data and research that help community leaders make informed decisions. Located at the newly restored Thomas S. Monson Center on South Temple., the institute serves as a vital gathering place and center for independent economic, demographic and public policy thought leadership, according to the organization's published purpose.



BANK OF UTAH

65 Years. Helping You Grow.





SALT Development, a Salt Lake City-based developer and builder of commercial real estate properties, has completed construction of the first two phases of its 4th West Apartments near The Gateway shopping center in downtown Salt Lake City. The two phases consist of 373 luxury multifamily units, common areas and amenities that include the SkyLounge, which has a barrel-roofed clubhouse, a zero-edge Olympic swimming pool, two heated spas, a sundeck with cabanas, a large kitchen/bar and rentable event space. Also open are a health club, business center, sports club with a TruGolf golf simulator, a bike shop and dog park.

Phase 3 of the complex will bring the total number of units to 493 and will be completed later this year, Thomas Vegh, managing partner of SALT Development, said. The community was designed by Architecture Belgique Inc.

NAIOP names new board

NAIOP Utah, the Commercial Real Estate Development Association, which bills itself as an organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate, has announced its slate of officers for the next year. The group will serve through May 31, 2018.

Nate Ballard of Wadsworth Development Group is the new president, with Angela Eldredge of Price Real Estate as the president-elect. Other officers are: secretary, Julie Berreth, Architectural Nexus; treasurer, Jacob Despain, Zions Bank; membership board members, Steve Somers, Wells Fargo, and Penn Owens, Layton Construction; programs, Vinnie Figlioli, Harris Mechanical Inter-mountain; and Daniel Stephens, Hines.

Also: public affairs officers, Lindsey Parker, Ballard Spahr and Jim Balderson, JLL; developing leader, Sina Sharifan, DIRT Environmental Solutions; and student relations officer, Katie Wilking Clinard, Berkshire Hathaway.

New members of the executive committee are Nate Boyer of The Boyer Co., Jason England of Argent Group/RiverPark, and Dana Baird of Cushman & Wakefield Commerce.

"I am honored to serve as president of the NAIOP Utah chapter," said Ballard. "It's excit-

ing to be part of Utah's incredible growth. I look forward to contributing and influencing continued development and progress alongside such a highly-esteemed group of industry leaders."

Wells FargoWorks
for Small Business

Long days. Late nights. Weekends.



Wells Fargo appreciates the passion and hard work you put into your business and is here to help you navigate change through each business cycle, growing pain, and new opportunity.

When it comes to the financial side of running and growing your business, we can help. Stop by to speak to a local banker today, or visit wellsfargo.com/appointments to make an appointment.

Learn more about
our special offers
at [wellsfargo.com/
appreciation](http://wellsfargo.com/appreciation)

Together we'll go far



© 2017 Wells Fargo Bank, N.A. All rights reserved. Member FDIC.
NMLS ID 399801 58560-0545 (4452403_20714)

Nevada law means Vivint can return to state

Vivint Solar Inc. will resume serving customers in Nevada on the heels of a Nevada Legislature bill restoring the conditions under which rooftop solar customers are reimbursed for excess electricity generation. Vivint operated in Nevada for two weeks in 2015 but abruptly shut down operations when Nevada allowed utilities to hike the fees paid by rooftop generation customers and to reduce the price the utilities paid for excess power returned to the grid. The Nevada Legislature also allowed utilities to set a cap on the number of customers it would allow to feed power back into their electrical systems.

"We are very pleased Nevada officials have recognized the broad public support of rooftop solar and reestablished the

state's commitment to the future of renewable energy," said David Bywater, CEO of Vivint Solar. "This bill demonstrates the power of building consensus across stakeholders to find a win-win solution for the residential solar industry, utilities and Nevada consumers. We look forward to bringing jobs, consumer choice and affordable solar power back to the state of Nevada."

Assembly Bill 405, which Nevada Gov. Brian Sandoval has pledged to sign, not only restores the "net metering" policy — the system under which customers buy power they need and sell excess power they generate — but it also provides additional rights to protect consumers and their solar energy system investments.

Vivint's pledge to return to

Nevada follows earlier announcements by both Tesla's Solar City and Sunrun that they would also reestablish operations in the state. Vivint, Solar City and Sunrun are the three largest residential solar companies in the country.

Vivint said it expects to create up to 60 jobs in Nevada "in the coming months," and approximately 100 total jobs once it fully resumes operations.

Vivint also announced last week that it is moving into Colorado where it will operate under the net metering model. Vivint will service the Denver and Boulder areas and set up a sales office in Centennial. Once it returns to Nevada and opens in Colorado, Vivint Solar will operate in 18 states.

"We're pleased to bring affordable solar energy systems to Colorado as part of our ongoing expansion strategy," said Bywater. "As experts in designing, installing and servicing solar energy systems, Vivint Solar makes it simple for Colorado residents to go solar, begin generating their own clean energy and potentially reduce their energy bills."

Summer gas prices here to stay

The price that Utahns pay at the gas pump went up just before the Memorial Day weekend and have stayed right there. Last week's \$2.54 per gallon statewide average was the same as the holiday prices — and were up about a dime over the week before Memorial Day. Holiday weekend travel was the busiest in years, according to AAA.

As the busy summer travel season begins, gas costs along the Wasatch Front hovered around an average price of \$2.50 per gallon — \$2.50 in Salt Lake City and \$2.49 in Provo — up from \$2.41 the same week last year.

The national average price for gasoline was \$2.34, 4 cents lower than a year ago due to a lower price for crude oil, which remains below \$50 per barrel. American drivers used a record 413 million gallons per day of gas during the week leading up to Memorial Day.

"Demand is increasing in the region ahead of the summer travel season, but refinery production is still high," said AAA Utah spokesman Mike Blasky. "If refiners continue to produce record amounts of gasoline and oversupply the market, consumers will reap the benefit."

Enterprise
UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group
825 North 300 West, Ste. NE220
Salt Lake City, Utah 84103
801-533-0556 FAX 801-533-0684
www.slenterprise.com

PUBLISHER & EDITOR
R. George Gregersen

PRESIDENT
David G. Gregersen
david@slenterprise.com

VP/GENERAL SALES MANAGER
Dale Dimond
dale@slenterprise.com

MANAGING EDITOR
John M. Rogers
john@slenterprise.com

CONTROLLER
Richard Taylor
richard@slenterprise.com

OFFICE MANAGER
Dionne Halverson
dionne@slenterprise.com

REAL ESTATE SECTION
david@slenterprise.com

CIRCULATION
Diana Rogers
diana@slenterprise.com

ADVERTISING INQUIRIES
david@slenterprise.com

TO CONTACT NEWSROOM
john@slenterprise.com

ART SUBMISSIONS
art@slenterprise.com

Subscription Rates:
Online only, \$65 per year
Print only, \$75 per year
Online and Print, \$85 per year

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

© 2017 Enterprise Newspaper Group Inc.
Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
P.O. Box 11778, Downtown Station
Salt Lake City, Utah 84147



Deneece Huftalin, president of Salt Lake Community College, makes a point during a panel discussion last week in Salt Lake City about education's role in Utah workforce development. Other panelists are (left) Vance Checketts, vice president of Utah operations at Dell EMC; Megan Ralphs, director of human resources at MSC Aerospace; and David Lang, head of Salt Lake City operations at Goldman Sachs. The event was hosted by the Salt Lake Chamber.

WORKFORCE

from page 1

bly should be stopped," he said, acknowledging that it would be difficult. "We have to find some way to stop it, and maybe it's to stop the funding." Surviving programs, he said, should face rigorous accountability to ensure they are working.

Megan Ralphs, director of

human resources at Cedar City-based MSC Aerospace, agreed. She insisted that the Aerospace Pathways program has been "incredible" and that ways should be found to make the relatively new program work better.

"I've been a part of programs that rise and fall and rise and fall, and there's no sustainability," she said.

A few speakers said that Utah is not alone in trying to find

enough skilled workers. David Lang, head of Salt Lake City operations for Goldman Sachs, said it is difficult to find enough software engineers. With various initiatives and programs, Utah can set itself apart from other states by having better-prepared workers, he said.

On the downside, Utah differentiates itself from other states because of a lack of diversity. Lang noted that his company,

which has grown from 300 employees to 2,400, would like to see more support for diverse students and for the state to embrace diverse people coming into the state.

"One of the things that's very important to us as employers is to make sure our employees represent the clients that we interact with from a cultural diversity perspective, etc., and obviously the demographics of Utah make that difficult for us as a firm," he said.

Various panelists stressed that internships, apprenticeships and other types of work-based learning environments can help address Utah's workforce needs. However, "asking them to do an internship without pay is ridiculous," said Deneece Huftalin, president of Salt Lake Community College.

Ralphs lamented that, while her company seeks people with critical thinking and creative thinking skills, the concept of "apprenticeship" is "almost taboo" and that "blue-collar has gotten a bad name for itself."

"There are some very, very talented people out there that need to know that going to an ATC (applied technology college) or getting a certificate is going to give you a successful, sustainable career," she said. "We need the talents. We need doctors, we need HR people, but there is an avenue for everyone out there."

Lang said Goldman Sachs used to recruit only business ma-

jors but has moved away from that. "We're looking for history majors. We're looking for liberal arts majors," he said. "You can be an opera singer and if you've shown a capacity to learn, you're going to be very valuable to us because you're going to bring a different perspective to a problem that we need to solve as a group or as a unit."

Huftalin said any type of post-secondary education is helpful to young people, whether it's in the form of a one-year certification program, a two-year associate's degree or a four-year bachelor's degree.

"What you can't do is not go to college," she said. "The high school diploma, in and of itself, will no longer allow you and your family to live a strong and healthy and viable life."

Ralphs suggested that companies get more involved in K-12 activities to get youngsters thinking about their career options. However, she cautioned, the fruits of that work won't happen overnight.

"I know across the state that, even just down in our area, that we've got to get these kids excited early on," she said. "And it's hard, especially from my executive's perspective, sometimes to realize that we're not going to see that return on investment for quite some time. ... It's going to be a while before we see it."

Ensign buys Utah care facilities

The Ensign Group Inc. of Mission Viejo, California, has acquired two skilled nursing and one intermediate care facilities in Utah. The facilities are Utah Valley Healthcare and Rehabilitation, a 99-bed skilled nursing facility in Provo; Heritage Park Healthcare and Rehabilitation, a 115-bed skilled nursing facility in Roy; and Wide Horizons Intermediate Care Facility, an 83-bed intermediate care facility for individuals with intellectual disability in Ogden.

The Ensign Group owns 216 rehabilitative care services, home healthcare, hospice care and assisted living companies throughout the West, Midwest and South. The company has also purchased Meadow View Nursing and Rehabilitation, a 112-bed skilled nursing facility in Nampa, Idaho.

The acquisitions occurred with closing dates of May 1 and June 1. The average occupancy rate at the time of acquisition was 82 percent, Ensign said in a release.

"We are excited to work together with the incredible team of caregivers to enrich the lives of the residents and their families at each of these operations," said Christopher Christensen, Ensign's president and CEO. "We

are anxious to continue the process of overcoming challenges of the past. With a solid team in place at each new operation, we look forward to being a top-notch post-acute care partner to the local healthcare community."

Spencer Burton, president of one of Ensign's Utah-based portfolio companies, said, "These new operations will mesh well with our existing footprint in nearby geographies. The operations in Roy and Ogden serve a unique population and will be a very nice complement to the services already offered by our other operations in the area."

Burton said that Utah Valley Healthcare and Rehabilitation would not continue to operate as a skilled nursing facility in the future. He said, "We have been working with patients and their families, as well as caregivers, to provide them with many excellent options to continue receiving or providing care at a nearby healthcare facility. We are pleased that so far most have chosen to relocate to other Ensign-affiliated operations, two of which are just a few short miles away." He also said Ensign is currently in the process of evaluating its options for the future of the Utah Valley operation.



Lakeside view of majestic Mount Timpanogos
Elegant 3,500 sq ft Ballroom
10 foot Picturesque Waterfall ideal for Ceremonies
Ornate Gazebo perfect for your Ceremony or Reception
Formal Dinner seating for up to 250 guests

Where Wedding Dreams
and Affordability Unite!
www.talonscove.com

Call Today to Schedule a Tour!
801.891.1899
2220 South TalonsCove Drive
Saratoga Springs, Utah



FEARLESS IS GETTING MORE FROM YOUR PLAN

In small businesses, people wear a lot of different hats. So when it comes to health care, one size doesn't fit all. That's why our personalized transparency tools help employees understand and navigate their options. Because making smarter choices saves everyone time and money.

Industry Briefs

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

BANKING

• **Bank of Utah**, Ogden, has hired **David Bastian** to serve on its Redwood Road branch lending team. Bastian has worked in various mortgage industry capacities throughout his career, including most recently as a residential mortgage originator for Liberty Bank of Utah. He graduated from Brigham Young University with a bachelor of science in sociology.

• **America First Credit Union**, Riverdale, has opened a new branch at 965 N. Main St., Nephi. The branch manager is **Carleen Sperry**. She began a career in financial services nearly 30 years ago as a teller, joining America First Credit Union in 2010. The company now has 123 locations and three other states.

EDUCATION/TRAINING

• **Neumont University**, Salt Lake City, has announced a new degree program: the Associate of Science in Software Development. The degree focuses on teaching best practices and processes for software development and quality assurance using modern languages and integrated development environments. Details are at www.neumont.edu/online.

HEALTHCARE

• **Health Catalyst**, Salt Lake City, has hired **Eric Denna** as senior vice president of professional services. Denna has been serving as vice president of information technology and chief information officer (CIO) at the University of Maryland. He was a member of the Education CIO Advisory Board to the late Apple CEO Steve Jobs from 1998-2000. He also has served as chief information officer of the University of Utah and the Utah System of Higher Education, and co-chair of the board of directors for the Utah Education Network. He was also vice president and the first CIO of Brigham Young University for nearly six years, after serving earlier in his career as a professor in BYU's Marriott School of Management. Denna also served for four years as CIO of the Church of Jesus Christ of Latter-day Saints; chief operating officer of The RBL Group; CIO of the Times Mirror Higher Education Group; and in information systems research roles at IBM and PriceWaterhouseCoopers. His education includes a master's degree in information systems from BYU.

• **Fresenius Kidney Care**, the dialysis division of Fresenius Medical Care North America, has a new dialysis center at 4101 W. Pioneer Parkway, West Valley City. The facility will be able to initially treat 20 patients per week. The clinic will have an open house 4:30-7 p.m. June 20. Fresenius Kidney Care provides dialysis treatment and services to more than 180,000 people at

2,300 facilities nationwide.

• **AfterHours Triage**, St. George, has changed its name to **Total Triage**. The company said the change came after additions and enhancements were made to the company's main service offering. They include consulting services for people and process improvement, communications technology in the form of the uberNurse mobile application, and custom service plans to address the most pressing industry needs and concerns for hospice and home health organizations.

STEELENCOUNTERS

Quality Performance Service



**Steel Joist & Deck
Curtain Wall
Cladding Systems**

STEELENCOUNTERS.COM
SALT LAKE CITY, UT P. 801.478.8100



INSURANCE

• **Worldwide Facilities**, a wholesale insurance broker and managing general agent, has opened an office in Utah and hired **Kyle Domire** to lead the Salt Lake City office. Domire has experience in construction, excess transportation, manufacturing and energy. Most recently, he participated in the Advanced Management Program for Burns & Wilcox and served as a senior broker in its Salt Lake City office.



Kyle Domire

REAL ESTATE

• **SALT Development** has completed the first two phases of the \$100 million 4th West Apartments in downtown Salt Lake City. The community has 493 units. The first two phases consist of 373 units and common areas. The third phase will have 120 units and amenities will be completed in the third quarter of this year. The project will feature 73 studio units, 256 one-bedroom/one-bathroom units and

164 two-bedroom/two-bathroom units. 4th West Apartments was designed by **Architecture Belgique Inc.**

• **Sojourn SLC** has acquired property for the future development of **C9 Flats**, a 75-foot-tall, 97-unit multifamily building development in the Central Ninth district at 1075 S. 200 W., Salt Lake City. The development will have four floors of residences above a two-story, 116-parking-space area on the southern lots of the block on Goltz Avenue between Jefferson Avenue and 200 West. It is expected to open in the spring of 2018. **Ray Tuntland** of Coldwell Banker Commercial Advisors represented Sojourn SLC in the land acquisition. C9 Flats will be managed by **Greystar Real Estate Partners**.

RECOGNITIONS

• **Robert Edwards** recently received the **Excellence in Advocacy Award** during Equality Utah's seventh annual "Equality Celebration: Don't Stop Believing" in Ivins. Formed in 2001, Equality Utah is a lesbian, gay, bisexual and transgender advocacy group. Edwards is chief executive officer of Squatty Potty. The St. George native was a founding board member of the Kayenta Arts Foundation and served briefly on the Equality Utah board, including as a founding committee member of the Southern Utah annual Equality Celebration fundraising gala for Equality Utah.

• **Coldwell Banker Residential Brokerage/NRT** led Utah in the number of sides represented in 2016 and **Berkshire Hathaway HomeServices Utah Properties** led the state in 2016 sales volume, according to the recently released "REAL Trends Market Leaders" real estate brokerage ranking report, part of the REAL Trends 500. The REAL Trends 500 is an annual research report that identifies the country's leading residential firms as ranked by closed transaction sides and by closed sales volume. "Sides" means number of parties represented in a transaction; the number is two if the agent represents both buyer and seller in a single transaction. Coldwell Banker Residential Brokerage/NRT in 2016 represented 6,122 sides, followed by **Century 21 Everest Realty Group**, 5,446 sides; and **Keller Williams Salt Lake City**, 4,779 sides. Berk-

shire Hathaway HomeServices Utah Properties' volume in 2016 totaled \$2.11 billion, followed by **Coldwell Banker Residential Brokerage**, \$1.8 billion; and **Keller Williams Salt Lake City**, nearly \$1.38 billion.

• **Health Catalyst**, at No. 17, and **DigiCert**, at No. 21, are listed in the small-company category in *Computerworld's* 2017 list of "Best Places to Work in IT." The list is an annual ranking, now in its 24th year, of the top 100 work environments for technology professionals by *Computerworld*. The *Computerworld* editorial team compiled the list based on a questionnaire focused on company offerings such as benefits, diversity, career development, training and retention, as well as a worker satisfaction survey completed by a random sampling of IT employees at the participating organizations.

0% APR FOR 36 MONTHS*
ON SELECT JOHN DEERE EXCAVATORS! Call for more details. Offer ends 9/30/17

HONNEN EQUIPMENT
1380 S. Distribution Dr., SLC
801-262-7441

RETAIL

• **Smith's** has opened a Smith's Marketplace store at 689 N. Redwood Road, Saratoga Springs. The Crossing Shopping Center anchor store replaces the nearby Smith's Food & Drug Store at 1320 N. Redwood Road, which opened in 2003 and closed on June 6. Store managers and the 125 associates were relocated to the new store and an additional 150 individuals were hired to meet the service needs of the larger, 123,500-square-foot Marketplace store. The store features an onsite Smith's Fuel Center, a two-lane drive-through pharmacy, Fred Meyer Jewelers and a US Bank branch. It is the company's 12th Smith's Marketplace and the second to open in Utah County. Another

see BRIEFS next page



For all your truck equipment needs
If it goes on a truck we probably do it!

Service bodies, flatbeds, dumps, plows
Tool boxes, cranes, van interiors & much more.

CALL US FOR A QUOTE



4285 West 1385 South
Salt Lake City, Utah 84104
1-800-442-6687
www.semiservice.com

Industry Briefs

from previous page

store is nearly ready to open in Springville. Smith's operates 140 stores (53 in Utah) in seven western states.

• **IFA Country Stores** has opened a 34,350-square-foot store at 562 N. 900 W., American Fork. The original American Fork store was in another location for more than 30 years. The store manager is **Tyler Stinson**. The store employs 40 people.



Everything for the
Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801-262-5761

www.centuryeq.com

CASE
CONSTRUCTION

IFA has 23 stores in five states.

• **Detail Garage**, based in Los Angeles, has opened a location at 38 W. 7200 S., Midvale. The store offers premium car wash and detailing products and a place for car enthusiasts to gather and learn. The Detail Garage franchise now has seven stores, with plans for more stores to open across the country in the coming months.

SERVICES

• **The Bennett Group**, a Boston-based marketing research firm, has opened a call center in Salt Lake City offering phone data collection solutions. The company said the decision to have the 400-seat call center in Salt Lake City was due in large part to the area's Silicon Slopes tech sector.

• **PrinterLogic**, St. George, has hired **Garrett Helmer** as senior vice president of channels. Helmer has 17 years of experience in the information technology sector. He started his career in the United States with Cisco Systems in 2000

and in 2010 moved to Australia to help run Cisco's cloud go-to-market initiative with the region's largest service provider partner. In 2015, Helmer joined Box as director of channels in Australia and New Zealand. **Matt Riley**, previously the vice president of channels responsible for building PrinterLogic's partner programs, will now lead the company's expansion into the Europe, Middle East and Africa (EMEA) region as president of PrinterLogic GmbH, located in Germany. Since joining PrinterLogic in early 2013, Riley has helped build multiple organizations within the company, including the sales and channels teams. He previously held sales positions at Cisco Systems and Alcatel-Lucent, as well as business development roles at multiple technology integrators.

TECHNOLOGY/LIFE SCIENCES

• **Americom Technologies**, a Salt Lake City-based provider of information and utility construction services, has hired **Dave Banbury** as marketing and busi-



Dave Banbury

ness development manager. Banbury has more than three decades of business development and marketing manage-

ment experience at a variety of industries. He is the former owner of an advertising/design agency in Phoenix, Arizona. He has worked at Sunland Asphalt in Phoenix, Morgan Pavement in Clearfield, and most recently South Central Communications in Kanab.

THE Enterprise
UTAH'S BUSINESS JOURNAL

Why share?

Get your own copy of Utah's
premier business news source.

Call 801-533-0556
or go online to www.slenterprise.com



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

Google

facebook

yelp

dexknows

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

To Learn how to get honest reviews from
real customers, visit
www.enterprisedigitalsolutions.com

Staying busy all summer: Utah's resorts plan to do out-of season business

Nearly all of Utah's 14 ski resorts have opened for summer activities ranging from hiking, biking and zip line riding to disc golfing, dining and enjoying music.

Many of the resorts opened this past weekend. Brian Head Resort will be open Fridays through Sundays June 23-Sept. 10 and then reopening Sept. 16 for Rocktober Fest.

FAMILY FUN

• **Park City Mountain Resort:** The Park City base area (through Oct. 1) and Canyons Village area (through Sept. 4, plus weekends Sept. 5-Oct. 1) are open. Family activities include an alpine slide, a 4,000-foot alpine coaster, a ZipRider and Flying Eagle zip lines, a bicycle park, the Canyons Golf Course and miniature golf on the Canyons Village side.

Park City also has activities for children weighing 20-100 pounds, including a kids' zipline, rope course and tubing.

Park City also has hundreds of miles of hiking and mountain biking terrain and a series of outdoor events throughout the summer.

• **Snowbasin Resort:** Open weekends through Oct. 8, the resort offers gondola rides, mountain biking, hiking, disc golf and other activities and events.

Free family movie nights will take place June 26-Aug. 7 on the Snowbasin lawn. Earl's Lodge will be open for dining, allowing for a "dinner and a movie" under the stars.

Viewers of the solar eclipse Aug. 21 can take the gondola up to Needles Lodge and enjoy culinary options there while waiting for the celestial event.

"Bark at the Basin" is set for Sept. 10, with guests encouraged to bring their pets to the resort's annual 5K hike and fundraiser benefitting the Best Friends Utah Animal Society. The hike ends at Earl's Lawn, where owners and pets can enjoy the afternoon's "Blues, Brews & BBQ" concert. Dog treats specially made by Snowbasin Resort chefs will be available, with all proceeds going to Best Friends Animal Society.

Snowbasin also will have "Introduction to Mountain Biking" clinics from 10:30 a.m.-1:30 p.m. on Saturdays June 17-Aug. 19, allowing people to learn trail etiquette, how to navigate rocks and roots, and improve their ability to climb hills.

• **Nordic Valley:** Weekend offerings include a 400-foot slip-'n'-slide, lift-served mountain biking or disk golf.

• **Brian Head:** A high-speed quad chairlift allows access to lots of terrain and the Giant Steps Lift offers trails for intermediate and advanced mountain bikers. Brian Head also offers an archery range, zip line course, tubing and a climbing wall.

• **Snowbird:** Open through Oct. 15, offerings include mountain biking, gemstone mining, mountain coaster, alpine slide, mountain flyer, vertical drop, ropes course, climbing wall, bungee trampoline,



scenic rides on the aerial tram and more.

At Camp Snowbird, campers learn about the mountain environment and connect with Snowbird's unique location through sports, art and wellness activities by exploring the mountain, as well as crafts, swimming and games for ages 5-12 years. Snowbird also partners with Wasatch Adaptive Sports to

offer nature hikes, fishing, adaptive mountain and road biking bungee trampoline and alpine slide, and mine and water tunnel tours.

• **Solitude Mountain Resort:** Open through Oct. 1, offerings include lift-served mountain biking and hiking, chairlift rides, an 18-hole disc golf course and more.

• **Sundance Mountain Resort:** A nearly 2-mile-long zip line tour, mountain biking and hiking trails, art classes and more are among the activities available at the resort, open through Oct. 8.

FOOD

• **Snowbasin:** Monthly "Dining Discovery Dinners" feature unique mountain-top experiences with themed culinary expeditions. The annual John Paul Campout, set for July 14, offers guests a chance to camp under the stars at 9,000 feet while enjoying a full evening of culinary delights, campfires, cowboy storytellers and live guitar music. Other Dining

Discovery events at Needles Lodge include traditional country Italian on July 29, Cajun crawfish boil on Aug. 25, and "Farm to Fork Dinner" on Sept. 22.

Snowbasin also hosts its "No Name Chili Fest" Sept. 4 in which the resort's culinary team prepares batches of their own personal chili recipes for the guests to sample, taste and vote on — the winning

chili will be served at the John Paul Lodge for the entire 2017-2018 winter season. The event is a benefit for the Utah Food Bank, and guests are encouraged to bring nonperishable items to help fill a gondola with donated goods.

• **Deer Valley Resort** (open through Sept. 4, plus weekends until Sept. 17): Cuisine is served on the outdoor decks of Royal Street Café and Deer Valley Grocery Café, and Deer Valley-inspired brick oven cuisine is offered at its newest restaurant, The Brass Tag. Custom gourmet picnic baskets or bags can be acquired for an evening concert, and the Silver Lake Snack Shack is available for a quick bite on the hill.

• **Solitude Mountain Resort:** The resort offers dining options served on the outdoor deck of Honeycomb Grill and at Stone Haus Pizzeria & Creamery, with the Thirsty Squirrel available for après enjoyment. In August, Taste of the Wasatch will feature food tastings presented by chefs from over 50 top Utah restaurants and resorts.

• **Sundance Mountain Resort:** Dinner options include the Tree Room, and four special Supper Club events will be held at Bearclaw Summit at the top of Sundance.

• **Park City:** A variety of al fresco and farm-to-table dining options across the resort are avail-

see RESORTS page 18

Does your company offer employee

BENEFITS?

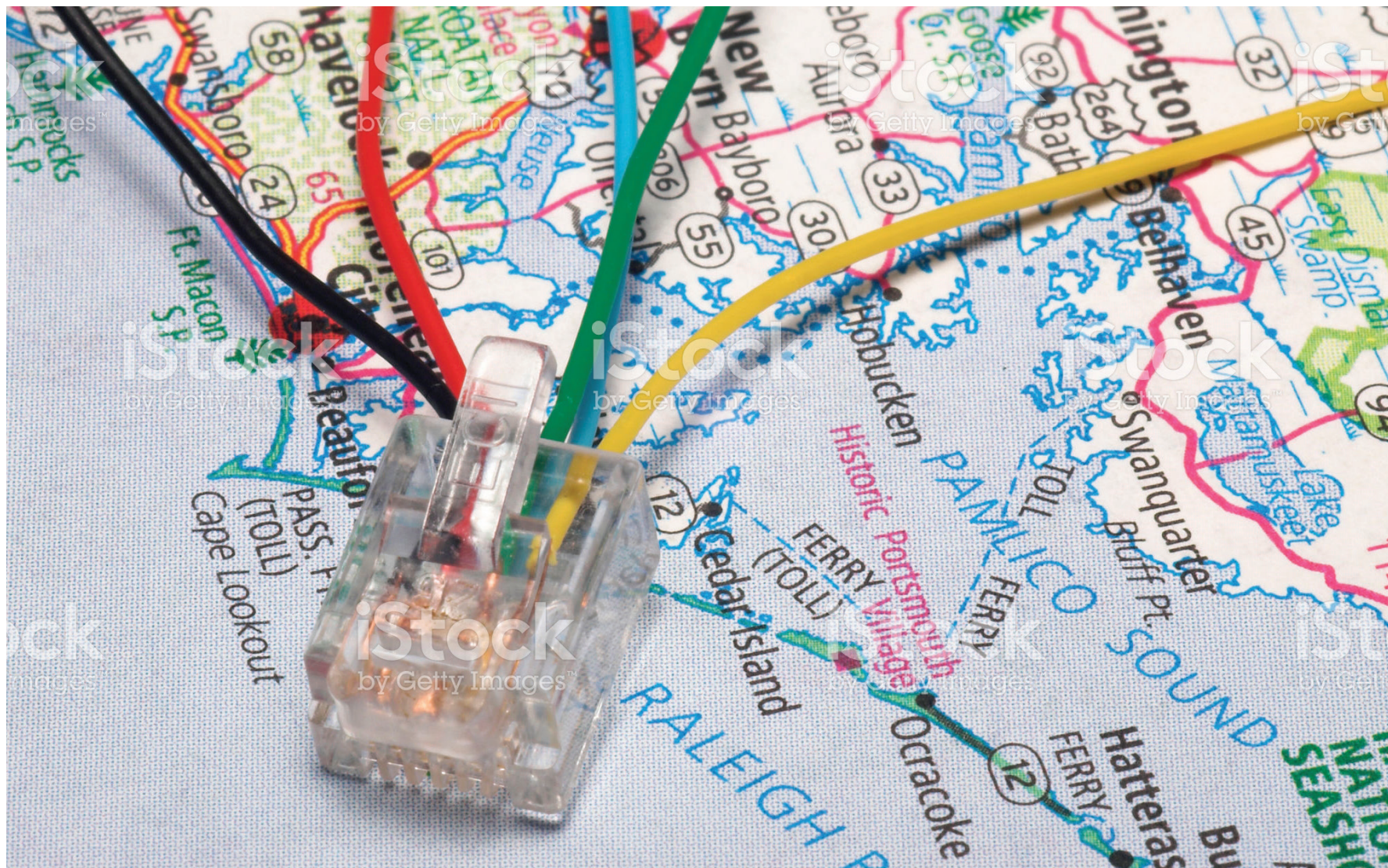
- Health Insurance
- Dental Insurance
- Retirement Package
- Legal Insurance



Be one of the "Best Companies to Work For." Offer Legal Insurance!

Find out more at: legalinsuranceprotection.com

FREEDOM to Spend Your Time and Money Where It Matters Most



Creating Your Technology Roadmap

GENCOMM provides real AV innovation designed to alleviate communication friction, clear up technology confusion, and avoid cultural misalignment that leads to measurable ROI.

Extraordinary results are created with the most innovative team of AV focused electrical engineers, technologists, and computer science engineers.

Companies like Workfront look to GENCOMM when:

- the AV in their organization is a hindrance to, rather than a facilitator of, free flowing communication or
- technology in their organization is not keeping up with the fast paced, highly productive corporate culture.

Visit our website at www.gencomminc.com.

Or call us today at (801) 266-5731
to talk about your technology solution.



12393 S. Gateway Park Pl., Suite 400, Draper, Utah 84020
(801) 266-5731 • sales@gencomminc.com • www.gencomminc.com

CONSTRUCTING UTAH

Sponsored by CLYDE COMPANIES

Building a Better Community

Clyde Companies – the parent company of W.W. Clyde & Co., Geneva Rock Products, Sunroc Building Materials, Sunroc, and Beehive Insurance – is busy providing top-tier horizontal construction and building supplies across the intermountain west. Their 90-year reputation of quality products and services continues to materialize within Utah’s nation-leading commercial, residential and industrial development.

Road Rehab: Smooth Sailing Set for I-15

Eight miles of I-15 in Northern Utah are getting a facelift this summer.

According to UDOT, the freeway surface from Corinne to Honeyville experienced a pavement failure over the winter, resulting in potholes and poor road conditions for drivers.

This section of roadway was already scheduled for a 2017 summer rehabilitation, so when pavement conditions worsened faster than expected, Geneva Rock Products stepped in ahead of schedule to get to work.

In January, crews rotomilled an inch off the existing surface to alleviate the bad potholing and keep drivers moving. At the end of May, weather conditions warmed enough for Geneva Rock to get back on the job.

Crews are now performing additional milling and patching on both northbound

and southbound stretches from SR-13 to SR-240, including interchanges and rest areas.

Over the next few weeks, the final two-inch lift of stone matrix asphalt will be paved across the project, producing a smooth surface for Utah drivers to enjoy for another decade.



5.5 acre area had fallen 1,100 feet, forcing the complete closure of the eastbound lane, with more roadway expected to crumble.

W.W. Clyde & Co. was asked to visit the site and survey the damage on March 4.

After submitting a proposal, the company was awarded the project on March 8. Equipment was delivered to the site on the 9th and crews were onsite to relieve the slide on the 10th – when the project slid again, taking the road up to the center line.

In the next five days, the project team re-assessed the work, drafted a new design and created temporary access for travelers. Advanced Shoring and Underpinning – a W.W. Clyde subcontractor – was already onsite constructing a soil nail wall to stabilize the slide.

Crews exceeded expectations on a tight timeline and had the road opened for two lanes of traffic by April 19 – even after the scope of work had doubled due to the second slide.

As of June 17, the project is complete with traffic moving at full speed in both directions on SR-12.



New Soccer Training Complex Is Getting Real

If you haven’t heard, Real Salt Lake is investing in Utah athletes. The major league soccer organization is creating a world-class \$60M Soccer Training Academy in Herriman where they hope to develop future MLS athletes.

The 132-acre facility located at 3700 West and 14700 South includes 77,000

square feet of classrooms for a 300-student STEM charter school and ten pro-size soccer fields, including a 5,000 seat stadium.

Also found on the complex is Real Salt Lake’s new training center – a 208,000 square foot indoor structure, the largest pre-engineered free span building in North America.

Wasatch Commercial Builders chose Sunroc to perform the majority of the horizontal work on the project, including moving more than 350,000 cubic yards of earth in the initial grading phase.

Sunroc crews are currently finishing up utility installations across the complex and will soon begin preparation for site concrete and asphalt.

Students are scheduled to move into the student housing section in September, with full Academy soccer in swing by October.



Quick Action Makes Work of Mammoth Slide

Tourists visiting some of the state’s most iconic national parks and monuments will drive happy this summer.

In March, the future didn’t look as promising after a landslide in southern Utah took down a large section of State Road 12 – a popular highway that runs as a gateway

to Bryce Canyon and Capitol Reef national parks, Grand Staircase-Escalante National Monument and Escalante Petrified Forest state park.

On February 13, state officials documented the beginning of a sag between mileposts 14 and 15. Within a week, the

Five heads are better than one.



When you choose Clyde Companies, you get more than a partner, you get a team. With over 250 years of combined experience, our construction know-how spans the heavy civil, earthwork, construction material and building supply industries. Allow us to be a valuable resource on every stage of your project.

CLYDE COMPANIES

clydeinc.com

Geneva Rock
(801) 281-7900
genevarock.com

Sunroc Building Materials
(801) 802-6900
sunroc.com

W.W. Clyde & Co.
(801) 802-6800
wwclyde.net

Sunroc Corporation
(435) 634-2200
sunroc.com

Beehive Insurance
(801) 685-6860
beehiveinsurance.com

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.

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. 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 with the theme "Simplicity as a Strategy." Speaker Jane Ann Craig will discuss "The Power of Simplicity: Small Steps to Big Dreams." Location is 50 West Club & Café, 50 Broadway, Salt Lake City. 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 Jim's Family Restaurant, 12800 S. Redwood Road, Riverton. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at westjordanchamber.com.

June 20, 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 20, 2-4 p.m.

"How to Form an LLC" Workshop, presented by SCORE. Location is 310 S. Main St., South Mezzanine, Salt Lake City. Cost is \$85. Details are at <https://saltlake.score.org/event/how-form-llc>.

June 20, 4-6 p.m.

Business B 4/5, a West Jordan Chamber of Commerce event. Location is Roseman University, 10920 S. River Front Parkway, South Jordan. Details are at westjordanchamber.org.

June 20, 4:30-5:30 p.m.

Utah County Good Business Summer Social, presented by P3 Utah, St. John Properties, the Pleasant Grove/Lindon Chamber and the Utah Valley Chamber. Speakers Daniel Thomas, regional partner, St. John Properties; Scott Newman, director of the Business Skills Program and fac-

ulty development director, LDS Business College; and Keven Stratton, Stratton Law Group, will lead discussions surrounding responsible and sustainable business investments, personal values in business, and how legislation impacts business decision-making. Location is 1982 W. Pleasant Grove Blvd., Suites B-C, Pleasant Grove. Free (donations are welcome). Registration can be completed at Eventbrite.com.

June 20, 6-7:30 p.m.

"Payroll & Your First Employee," a Small Business Development Center (SBDC) event. Speaker Tory Norman will discuss the basics of managing payroll and employees in an accounting system and some of the tax implications of being an employer. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

June 21, 6-8 p.m.

"Starting Your Business 101," a Salt Lake Small Business Development Center event. Location is Salt Lake Community College's Larry H. Miller Campus, Miller Corporate Partnership Center, Room 114, 9690 S. 300 W., Sandy. Free. Registration can be completed at Eventbrite.com.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker Lee Weech of Executech will discuss "IT Security." 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 22, 4:30 p.m.

Fourth Annual Chamber Bowl, hosted by the South Salt Lake Chamber of Commerce. Location is Bonwood Bowl, 2500 S. Main St., South Salt Lake. Cost is \$7 (includes three games and shoe rental). RSVPs should be made through local chambers.

June 22, 6-7 p.m.

Legal Clinic, a Small Business Development Center (SBDC) event. Speaker Matthew Todd will provide legal advice for current and future businesses. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

June 22, 6-7 p.m.

Accounting Clinic, a Small Business Development Center (SBDC) event. Speaker Mike Collett will provide accounting and budget-related advice for current or future businesses. Location is the SBDC, 815 W. 1250 S., Orem.

Details are at <https://utahsbdc.org/trainings>.

June 22, 6-7 p.m.

Health Insurance Clinic, a Small Business Development Center (SBDC) event. Speaker Chris Miller will discuss what it takes to have health insurance for employees and yourself. Location is the SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

June 23, 9-10 a.m.

"Human Resources for Small Business," a Sandy Area Chamber of Commerce event. Location is Sandy Area Chamber of Commerce, 35 E. 9270 S., Sandy. Details are at sandychamber.com.

June 27, 9-10 a.m.

"SBA 8(a) Program: Helping Small Businesses Secure Government Contracts," a U.S. Small Business Administration event. Location is Wallace F. Bennett Federal Building, 125 S. State St., Room 2227, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

June 27, 10-10:30 a.m.

"The Historically Underutilized Business Zones (HUBZone)," a U.S. Small Business Administration event. Location is Wallace F. Bennett Federal Building, 125 S. State St., Room 2227, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

June 27, 11-11:45 a.m.

"Advantages of Service Disabled & Women-Owned Small Business Set-Asides," a U.S. Small Business Administration event. Location is Wallace F. Bennett Federal Building, 125 S. State St., Room 2227, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

June 27, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Speaker Nicole Carpenter will discuss "Define Your Time." Location is Hub 801, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at ogdenweberchamber.com.

June 27, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Sandy Area Chamber of Commerce event featuring a Women Tech Panel that includes Heather Erickson, vice president of marketing, Instructure; Cydni Tetro, founder, Women Tech Council; Shauna Ehninger, front

end engineer, Adobe; and Marla Rausch, chief executive officer, Animation Vertigo. Location is Instructure, 6330 S. 3000 E., Suite 700, Sandy. Details are at sandychamber.com. Registration can be completed at Eventbrite.com.

June 27, 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. Topic is "Employment Law." 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.

June 28, 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 28, noon-1 p.m.

"Intellectual Property in the World of Internet Commerce and Foreign Manufacturers," presented by Workman Nydegger attorneys Tim Nichols, Dave Johnson and Brad Barger. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Registration can be completed at Eventbrite.com.

June 29, 2017, 7 a.m.

Annual Golf Classic, a ChamberWest event. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Details are at (801) 977-8755 or chamber@chamberwest.org.

June 29, 11:30 a.m.-1 p.m.

"Meet the City Business Outreach Luncheon," a West Jordan Chamber of Commerce event featuring updates from the city and chamber. Speakers include Mayor Kim Rolfe, Police Chief Doug Diamond, Fire Chief Marc McElreath and other West Jordan City officials. Location is West Jordan City Hall, 8000 S. Redwood Road, West Jordan. Cost is \$5. Registration deadline is noon June 26. Details are at westjordanchamber.com.

June 29, 11:30 a.m.-1 p.m.

Networking Luncheon, a Murray Area Chamber of Commerce event. Speaker Dr. Nick Greenwood will discuss "Drug and Opiate Addiction in Utah." Location is Buca di Beppo, 935 Fort Union Blvd., Midvale. Details are at murraychamber.org.

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

Strictly Networking Lunch-

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

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

Chamber Luncheon, a Murray Area Chamber of Commerce event. Speaker is Tannen Ellis-Graham, chief executive officer and co-founder of Career Karma 360. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$20 with pre-paid registration, \$30 at the door. Details are at murraychamber.org.

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Craig Burnett, Murray City police chief, will discuss "Crime Prevention in Murray City." Location is The Egg & I Restaurants, 1919 E. Murray Holladay Road, Holladay. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

July 7, 8-10 a.m.

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

July 7, 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. Free. Registration can be completed at Eventbrite.com.

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

Connect 4 Lunch, a Sandy Area Chamber of Commerce event. Location is the Brick Oven, 10622 S. River Front Parkway, South Jordan. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at sandychamber.com.

July 13, 9 a.m.- noon

2017 UTC Open, a Utah Technology Council event open to UTC top executives. Location is Topgolf, 920 Jordan River Blvd., Midvale. Details are at utahtech.org.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is from the Utah Department of Workforce Services. Location to be determined. Details are at murraychamber.org.

CALENDAR

from page 11

July 14, 7:45-9 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.

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

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

July 18, 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.

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

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

July 19, 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.

July 20, 8-10 a.m.

Utah Compensation Survey Briefing Session, a Mountain States Employers Council (MSEC) event. Location is MSEC Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Free. Details are at msec.org.

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

Networking with Friends, a Murray Area Chamber of Commerce event. Speaker Daryl Shaun Price will discuss "The Hat Rack Syndrome." Location to be determined. Cost is \$15 for members, \$20 for nonmembers. Details are at murraychamber.org.

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

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Location is West Jordan City Hall, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$15 for nonmembers. Details are at westjordanchamber.com.

July 21, 7:30-8:30 a.m.

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

Speaker is Sim Gill, Salt Lake County district attorney. Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

July 27, 11:30 a.m.-1 p.m.

Business Matters Lunch, hosted by the South Salt Lake Chamber. Location is Jordan Valley Water Conservancy District, 8215 S. 1300 W., West Jordan.

July 31, 8 a.m.-1 p.m.

Small Business Nine-Hole Golf Tournament 2017, a Salt Lake Chamber event. Activities include golf, prize drawings and an awards luncheon. Location is Stonebridge Golf Course, 4415 Links Drive, West Valley City. Cost is \$70 (includes golf with cart, continental breakfast and brunch), \$30 for brunch only. Sponsorships are available. Details are at slchamber.com.

Aug. 1, 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.

Aug. 2, 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.

Aug. 3, 11:30 a.m.-1 p.m.

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

Aug. 4, 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. Free. Registration can be completed at Eventbrite.com.

Aug. 4, 8-10 a.m.

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

Aug. 4, 8:45-11 a.m.

"Networking Without Limits," a Salt Lake Chamber event. Jim Woodard of CCI Mechanical Services will discuss "Building Better Business Relationships." 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.

Aug. 5, 5:30 p.m.

Annual Member-Only Summer Social and Garden Party, a Holladay Chamber of Commerce event. Location to be announced. Free for chamber members and one guest, \$35 for nonmembers. Details are at holladaychamberofcommerce.org.

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

Connect 4 Luncheon, a Sandy Area Chamber of Commerce event. Location is Scheels, 11282 S. State St., Sandy. Cost is \$15 for chamber members, \$20 for nonmembers. Details are at sandychamber.com.

Aug. 10, 5:30-8 p.m.

Women's Business Center Summer Social, with the theme "Celebrating 20 Years of Entrepreneurship." Location is The Falls Event Center, 580 S. 600 E., Salt Lake City. Cost is \$70 before July 10, \$84 July 10-Aug. 9, and \$100 the day of the event. Details are at slchamber.com.

Aug. 11, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Erika Workman, "The Possibility Queen." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

Aug. 11, 7:45-9 a.m.

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

Aug. 15-17

102nd Annual Convention and Golf Tournament, a Utah Mining Association event. Location is Zermatt Resort and Crater Spring Golf Course, Midway. Details are available by contacting Marilyn Tuttle at (801) 364-1874 or mining@utahmining.org.

Aug. 15, 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.

Aug. 16

Ogden-Weber Chamber of Commerce Golf Classic.

see CALENDAR page 16



Bonneville



Forest Dale



Glendale

Play More Golf!

We love golf. We know you love golf. Let's see if we can't take this love of golf to the next level. We invite you to play more golf! Salt Lake City offers seven great golf courses at six scenic locations. We have a number of great annual pass and loyalty programs that help make it easier for you to play more golf.

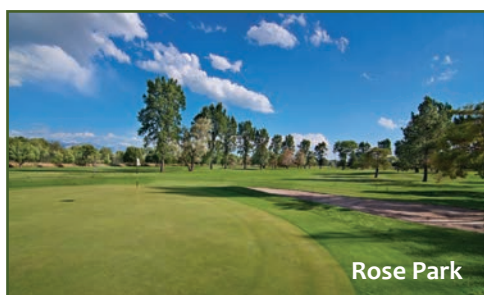
Visit slc-golf.com for information on our golf courses and programs or to book your next tee time. We hope you accept our invitation and we look forward to seeing you much more this year.



Mountain Dell



Nibley Park



Rose Park

Five Costly Insurance Misconceptions

Private property and casualty insurers in the U.S. pay out over \$100 billion in claims every year. For most businesses, the cost of insurance is a significant operating expense. How does your organization or insurance broker ensure you get a fair

payout when it comes to an insurance claim?

Many times, insurance claims are resolved without issues. In a recent survey, however, we found that many businesses have mixed feelings after the settlement of a claim and are often

confused about the process. Too often, the insurance broker and their business client fail to prepare for claims and, subsequently, let the insurance system take over the process. While the pitfall of inaction is often costly, your organization can steer clear with some simple preparation. We have assembled five of the most prevalent insurance misconceptions to avoid as you strengthen your company's preparedness.

1. The adjuster is working for your company.

It is important to understand that in the event of a claim, the claimant (your company in most cases) has the duty to show proof of a loss and that the loss is covered under your policy. The insurance company, in turn, has an obligation to determine if the claimed amounts are covered items under the insurance policy and verify if the values are correct. We found that many people are frustrated with claims adjusters, and feel like the adjusters are not working for them. This is a true statement, the adjuster is not working for you the claimant; they are working for the insurance company.

While the adjuster must follow the insurance contract and provisions, they have no duty to go above and beyond the scope of their job of adjusting your claim. Insurance claim adjusting is a specialty trade and different types of coverages will be handled by adjusters specializing in different areas. Don't assume they will coordinate your claim. If you have an equipment claim, with downtime and loss of income, as well as a liability claim, you could be dealing with three or four adjusters.

As with every business, insurance company employees turn over, get sick or are re-assigned. Depending on their workload, a claims adjuster may or may not be able to give you the attention you would expect. Insurance adjusters are trained professionals but don't assume they are infallible or know everything there is to know about the policy and applicable laws.

2. All insurance contracts are the same.

Not all insurance is the same. Insurance policies are legal binding contracts, and they can vary greatly. The better your insurance contract is set up to provide the coverage your business needs, the easier and faster a claim will be handled.

Meet with your insurance professional to discuss your operations and find solutions that make sense for your business. If you are looking for a quote from a new agent and all they ask you for is a copy of your current policy, they may not be learning enough about your business. Likewise, if they have you fill out a complicated and confusing insurance questionnaire, you should ask yourself how much they truly know about your business. It is crucial to meet regularly with your insurance professional to ensure they can offer you more assistance than merely recommending a policy.

3. All insurance brokers have the same level of

involvement in the claims process.

Ask your insurance broker about their claims handling and what they can offer to assist you with claims. If they point you to an 800 number, you know your broker is passing you on to the insurance company. In some cases, this may be adequate, but for many claims, this disconnect between the insurance broker and your business can cost valuable time, and even prevent you from recovering much-needed funds in the event of a loss.

4. There is only one way to file a claim.

Often policyholders file a claim directly with the insurance carrier or via their agent without reviewing their insurance policies. When you experience a loss, the best thing to do is review your policies with your agent. There is often more than one coverage that could respond to any given loss, and a review of policies will ensure that each relevant insurer is placed on notice. Filing a claim with the wrong insurance company can cause unnecessary delays, reduce claim payout, and sometimes result in a denial of coverage.

Companies should ask their insurance agent or broker to provide them with a claim filing form that is customized to their type of operations. As an example, a contractor with a fleet of vehicles should have forms for property, equip-

ment, rented equipment, company tools, employee tools, construction site materials/installations, vehicles, employees driving personal vehicles for work, general liability and workers' compensation, just to mention some of the more relevant items.

After your company completes the claim filing form, your agent and their claims advocate should start helping you build a sound basis for your claim. Your agent can even help you gather the information and other documents needed to process your claim.

5. Denial of a claim is final.

Insurance policies are legal contracts that are subject to state law and relevant case law. Since people drive the entire claims process, you will find that there are differing opinions on how insurance coverage applies in each unique situation. Insurance companies use adjusters to help determine insurance coverage and how claims are handled. When processing larger claims, insurance companies typically utilize a more specialized adjuster or team. It is important to get an adjuster that has a lot of experience handling your type of claim. Claims often get reassigned based on adjuster background.

Don't be surprised when an insurance company hires an independent law firm to find a basis for denying coverage. During a recent General Liability claim, an adjuster

denied coverage based on the laws of a different state. When the laws of the applicable state were pointed out, the insurance company paid the claim. It is important to consult with your agent, claims advocate and attorney to discuss your options when dealing with claim and coverage issues. Don't assume the claims adjuster knows everything or that they are always right. Never take a denial as the final word if you question its validity.

It is not uncommon that liability claims result in complex litigation, including multiple allegations of wrongdoing or damages. You should work closely with your agent during these claims to ensure every aspect of the claim gets the attention it needs. Remember, in some liability claims, the duty to defend the insured could be broader than the actual policy coverage. You may need to hire a skilled attorney to help you navigate this process.

Béat Koszinowski is a 17-year veteran at Buckner. He is a Certified Insurance Counselor as well as a Community Insurance and Risk Management Specialist. His primary focuses include contractor, HOA and real estate insurance.

Tyler LaMarr is a partner and founding member of Miller Harrison, a law firm specializing in HOA, real estate, construction matters, including insurance coverage and litigation.



WONDERING HOW PROTECTED YOUR BUSINESS IS?



GET IN TOUCH FOR A COMPLIMENTARY EVALUATION

Béat Koszinowski
Certified Insurance Counselor
801.937.6791
beat@buckner.com

SERVICES

- Property & Casualty
- Workers Compensation
- Risk Management
- Bonding/Surety
- Employee Benefits
- Personal Insurance

SPECIALIZATIONS

- Construction
- Real Estate
- Home Owners Associations
- Professional Services
- Retail/Manufacturing
- Technology
- Healthcare
- Trucking

Opinion

Message to Trump: There's a right way to boost infrastructure spending

As part of its recent "Infrastructure Week," the Trump administration held infrastructure-themed events around the country to promote \$1 trillion of private and public infrastructure investment. Based on the 2018 budget outline, we know that the administration intends to seriously streamline the permit process, reduce regulatory barriers and encourage private investment. However, lost in the debate is the fact that the private sector is already the biggest player in the infrastructure sandbox; all the federal government needs to do is get out of the way.

A little-known fact is that the private sector already owns and finances most of the nondefense infrastructure. A new paper by Chris Edwards at the Cato Institute — called "Who Owns U.S. Infrastructure?" — breaks it down in great detail. Edwards writes, "In 2015, private infrastructure assets of \$40.7 trillion were four times larger than state and local assets of \$10.1 trillion, and 27 times larger than federal assets of \$1.5 trillion, according to the (Bureau of Economic Analysis) data." Also, 94 percent of the \$3.5 trillion of funding in 2016 came from the private sector and state and local governments.



VERONIQUE
de RUGY

Looking at infrastructure assets owned by the government tells the same story. The federal government owns 13 percent of the assets, leaving the rest to state and local governments. For instance, Edwards documents that state and local governments "own 98 percent of highways and streets, including the entire interstate highway system. They own schools, water and sewer systems, police and fire stations and transit systems."

Though the federal government owns relatively little infrastructure, its policies have an oversize impact on what investments and decisions state and local governments and the private sector make. As Edwards puts it, "The federal government is the tail that wags the dog on the nation's infrastructure — and not in a good way."

Federal laws and regulations increase the cost of building infrastructure and reduce the return on infrastructure investments, but they also distort the flow of capital investments made by the private sector and state and local governments. Today it takes highway project managers more than six years to actually begin construction, as they must go through myriad environmen-

tal reviews, obtain all the required permits and subject themselves to all the relevant laws and executive orders.

Federal financing is bungled, too. It makes little sense for the federal government to take tax money from people in the states, run it through the federal bureaucracy and then send the money back to the states in the form of politically contrived formulas. That is how the current gas tax system works. Instead, state policymakers who believe that their state needs more money for transportation projects should make the case to their constituents that taxes should be increased to fund such endeavors. Allowing the states to reassume responsibility for infrastructure policy would encourage innovation and competition.

For all these reasons, the idea of a national plan to boost infrastructure is bunk. Even if it took the form of fully paid projects — which is never the case — it would amount to massive federal interference in state, local and private affairs despite the pile of evidence that federal employees are unable to make better choices than those who actually own the assets.

Delegating the financing and decision-making to the states is the way to go, along with lowering other barriers for

infrastructure investments. To the extent that the Trump plan delivers on that front, it would be an improvement over the status quo.

But it could help by implementing another policy promise: a large cut to the corporate income tax rate and other business tax reforms. Rate reductions would lower the price of capital, which leads to a significant increase in the private capital stock, encouraging decentralized and private investments, some of which include infrastructure.

Allowing full capital expensing would also increase returns for infrastructure investment. And repealing the tax exemption on municipal bond interest would remove the penalty against private investment.

Capital increases also increase the productivity of labor and wages. So there's something to like for everyone. To the extent that the administration wants to boost the economy with infrastructure projects, that's the way to do it, because simply spending more money won't.

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

COPYRIGHT 2017 CREATORS.COM

Solving the Middle East morass: U.S. should broker a new balance of power

Donald Trump returned from his first overseas trip convinced that he had unified America's historic Arab allies, dealt a strong blow against terrorism and calmed the waters of an unruly Middle East. Since then we have seen a series of terror attacks in Europe and the Middle East and an open split within the Arab world. What is going on?

The premise of Trump's strategy was to support Saudi Arabia, in the belief that it would be able to fight terror and stabilize the region. In fact, Trump gave a green light to the Saudis to pursue their increasingly aggressive, sectarian foreign policy.

The first element of that policy has been to excommunicate its longtime rival, Qatar, breaking relations with that country and pressing its closest allies to do the same. The Saudis have always viewed Qatar as a troublesome neighbor and are infuriated by its efforts to play a regional and global role by hosting a large American military center, founding the Al Jazeera television network, planning to host the 2022 World Cup and punching above its weight diplomatically.

It's true that Qatar has supported some extremist Islamic movements. So has Saudi Arabia. Both are Wahhabi countries, both have within them extremist preachers, both are widely believed to have armed Islamist groups in Syria and elsewhere. In both cases, the royal families play a game of allying themselves with fundamentalist

religious forces and funding some militants, even while fighting other violent groups.

In other words, their differences are really geopolitical, though often dressed up as ideological.



FAREED
ZAKARIA

The open split between the two countries will create much greater regional instability. Qatar will now move closer to Iran and Turkey, forging deeper alliances with anti-Saudi groups throughout the Muslim world. The battles between various factions of militants — in Syria, Iraq, Yemen and North Africa — will heat up. The recent terror attacks in Tehran, for which the Islamic State has claimed responsibility, are viewed in Iran as being part of a Saudi-inspired campaign against it. We should expect that Iranian-backed militias will respond in some way. So much for regional stability.

And America is in the middle of it all, keeping close relations with Saudi Arabia and the United Arab Emirates while directing U.S. regional military operations out of its base in Qatar. Trump has issued anti-Qatar tweets, but American troops will have to live with the reality that Qatar is their host and close military ally in the war against the Islamic State.

For a superpower like the United States, the best policy in the Middle East has always been to maintain ties with all regional players. One of the great successes of Richard Nixon and Henry Kissinger's foreign policy was that they were able to

woo Egypt into the American sphere, while simultaneously preserving an alliance with the shah of Iran. For decades, Washington was able to play a Bismarckian game of cultivating good relations with all countries, indeed better than they had with each other.

Two seismic events altered the geopolitical landscape of the Middle East. The first was the Iranian Revolution of 1979, which ushered a radical revisionist

power into the region, and then triggered a reaction from countries like Saudi Arabia. Iran's promise to spread its version of Islam led the Saudis to ramp up their own efforts to spread their ideas and influence. The results were poisonous for the Muslim world, radicalizing communities everywhere.

see ZAKARIA page 15



Opinion

Does the world no longer feel like Lafayette? 'Sir, I truly love America'

The return of the Marquis de Lafayette to America in 1824 produced a tremendous outpouring of goodwill and gratitude from our nation. He toured all 24 states in just over 13 months. When a mayor from a little town near Boston told him, "Sir, America loves you," Lafayette replied, "Sir, I truly love America."

With all the partisanship, discord and outright hatred I read every day in the press and hear on television, has America become unloved? Absolutely. Not only are citizens of the world unhappy with America, I have good friends who are saying the America we now live in is a disgrace.

Both the citizens of the world and my good friends better wake up to the fact that America is still the best option for a free and democratic world. We are still the leaders of innovation, and after traveling the world, America — because of our Founding Fathers — has values that other nations lack.



ROBERT PEMBROKE

I just finished reading an American Enterprise Institute article published Jan. 1, 2016, titled "The Best Things About Life in America, According to Immigrants." One answer to the survey was eye-opening: "The most important thing I liked about the

U.S. is the awareness of people to fight for their rights, respecting others' views and respect for humanity. This might be one reason that it is very common for people to sue each other. While [in] other countries people will silently compromise and accept their situation as a fate, it seems, the U.S. expects everyone to be aware of what he/she deserves. This is probably the best form of freedom."

America was born to be free.

I found another gem of an immigrant tale dated June 6, at medium.com, titled "Immigrants Love America the Most." The subject of the story came to this country in his 20s because he loved the America that he saw in movies and what it stood for. He was obsessed with John Wayne and

Gary Cooper. He wanted to be some sort of Jewish sheriff.

He was super-patriotic about this country (and a diehard law-and-order Republican who loved Goldwater, Reagan, Jack Kemp and James Baker — back when the GOP actually had ideas.) "My dad would talk about America in a way, that, well, I've never heard anyone born here talk that way. It was a love based on what America means to the rest of the world," he said.

When my dad was dying from cancer a few years ago, I asked him, "What do you love?" He paused. He was on the lot of morphine. Then he said, "Country. Yes. Why? Because, it gave the rest of the world hope."

People, remember that in just 17 months we will have a new Congress and 24 months later we can change presidents if desired.

Read, read, read and then read some more. Study the diaries of John Quincy Adams. Read all of the Martin Luther King Jr. speeches. Figure out why I believe that

Harry Truman was a one of the greatest presidents we have ever had. These great men all loved America.

On a recent Saturday, I lost it. I had breakfast with my good friends. The topic of Trump's pulling out of the Paris Accord was put on the table. I had not read the Paris Accord and could not tell heads nor tails of what the press was talking about. Rather than keeping my mouth shut I jumped in. "What is wrong with Trump's decision?" and, "How can you say that if you don't know what's in the Paris Accord?" I should have kept my mouth shut. Like my friends, I didn't know the answers.

Question: Should my friends and I continue to talk about politics? My mother told me, when I was just a wee tot, never, never talk about politics or religion with anyone. I didn't understand why until that Saturday.

Robert Pembroke is chairman of Pembroke's Inc. in Salt Lake City and characterizes himself as a small-business owner on permanent sabbatical.

MEIER'S CATERING MENU

BAR-B-QUE CHICKEN & RIB MENU

Bar-B-Que Chicken
Smothered in our special bar-b-que sauce
Fresh Cut Fruit
Pasta Shrimp Salad
Utah Corn on the Cob
(seasonal)
Cooked on site
Ice Cold Lemonade
Bar-B-Que Boneless

Country Style Spare Ribs
Baked Chuckwagon Beans
Meier's Homemade Potato
Salad
Glazed Orange Rolls
Brownie Sundae
Brownie, vanilla ice cream, covered with deep rich chocolate sauce



Complete Catering
Service for 40-10,000
Western Chuckwagon Bar-B-Ques
Company Picnics • Family Reunions
Business Luncheons • Weddings
Open Houses • Dutch Oven Cookouts
801-278-4653 or 1-800-431-4655
www.meierscatering.com
Est. 1990

Bar-B-Que Beef
Shredded bar-b-que beef on a bun
Dutch Oven Bar-B-Que
Chicken/Ribs
Potatoes Au Gratin
Peach Cobbler
Cooked in Dutch Ovens
Flat Iron Steaks
10 oz. USDA Choice
Top Sirloin Steak
Baked Idaho Potato
Grilled on site

Pulled Pork
Hamburger/Hot Dog
Hamburger w/all condiments
Meier's own quarter pound
Jumbo all Beef Franks
Grilled on site
Tri Tip Roast/Marinated
Grilled Chicken Breast
Grilled on site
Pork Back Ribs
Smoked with Applewood
Marinated Grilled Chicken Breast

Hamburger/Grilled Chicken
Meier's own quarter pound
Hamburger w/all the condiments
Marinated Chicken Breasts
Grilled on site
Chuckwagon-K-Bobs
Beef & Chicken-K-Bobs
w/fresh vegetables
Grilled on site
Boneless Ribeye Steak
10 oz. USDA Choice Boneless
Boneless Ribeye Steak
Baked Idaho Potato
Grilled on site



Call for complete menus and pricing: 801-278-4653
or email Rob at info@meierscatering.com



FURNISHING UTAH'S FINEST WORKSPACES FOR 79 YEARS

STOREFRONT & INTERIOR GLASS

FLOOR COVERINGS

OFFICE FURNITURE

INTERIOR DESIGN

ARCHITECTURAL PRODUCTS

DOORS & DOOR HARDWARE

SPECIALTY PRODUCTS & RESTROOMS

WINDOW COVERINGS



Midwest
COMMERCIAL INTERIORS



Midwest
D-VISION SOLUTIONS



BOUNTIFUL
GLASS

A MIDWEST D-VISION SOLUTIONS COMPANY

801.359.7681 | www.mwciutah.com

CALENDAR

from page 12

Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Sponsorships are available. Details are at ogdenweberchamber.com.

Aug. 16, 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.

Aug. 17, 8 a.m.-1 p.m.

Small Business Golf Tournament 2017, a Utah Valley Chamber event. Activities include golf followed by lunch and prizes. Location is Sleepy Ridge Golf Course, 730 S. Sleepy Ridge, Orem. Cost is \$80 (\$300 for a foursome). Sponsorships are available. Details are at thechamber.org.

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

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Location is West Jordan City Hall, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$15 for nonmembers. Details are at westjordanchamber.com.

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

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

Aug. 23, 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.

Aug. 24, 7:15 a.m.

2017 ACG Utah Golf Tournament, an Association for Corporate Growth (ACG) Utah event. Breakfast and registration are at 7:15 a.m., followed by an 8 a.m. shotgun start, with lunch and awards following play. Location is Eaglewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers, \$1,000 for a foursome. Sponsorships are available. Details are at <https://www.acg.org/utah/events.golf>.

Sept. 7-8

"Building on Success 2017: Breakthrough Results for Government and Business," presented by the Governor's Office of Management & Budget and Goldratt Consulting. Event features more than 30 workshops and presentations by Gov. Gary R. Herbert; Kristen Cox, executive director, Governor's Office of Management and Budget; Rami Goldratt, chief executive officer, Goldratt Consulting; Gene Kim and Kevin Behr, co-authors of *The Phoenix Project*; Charles Toups, senior vice president, Boeing Research & Technology; Lt. General Andrew Busch (retired); Alex Knight, author of *Pride and Joy*; Clark Gilbert, president, BYU-Pathways Worldwide; and Hirotoishi Uehara, vice president, Panasonic Automotive. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$499. Details are at utahexcellence.com.

Why the *Enterprise*?



-Amy Spencer, Communication Manager, UACPA

"With a compelling balance of weekly business headlines and stories of interest to professionals, the *Enterprise* is a must-read for every office.

Every week, I find relevant news in the local business community and enlightening stories that benefit my career".



THE Enterprise
UTAH'S BUSINESS JOURNAL

825 North 300 West, Suite NE220 • Salt Lake City, Utah 84103
Phone: (801) 533-0556 • FAX: (801) 533-0684
www.4denenterprise.com

Business Tech

Solving your IT problems: Asking the right questions drives the right solutions

There are a huge number of technology solutions on the market today and every business has unique needs. The road to finding the right solutions for your business can be tricky. Experience has repeatedly taught us that asking LOTS of quality questions is critical.



MIKE HERRINGTON

Your business is unique and deserves a technology solution made to fit. The only way to understand it is to take the time to learn about your business. What kind of work do you do? What technology are you currently using? Do you like it? What is great about it? What do you hate about it? What is a typical workflow like for your organization? Is there manual entry at any point of the process? What current processes could be streamlined?

And there are many more questions.

By taking the time to understand your business objectives, needs, processes and current solutions, a technology partner can then recommend solutions that are a good fit. They can act in your best interest and make strategic recommendations.

I recently consulted with a sizable HVAC company. They have a bunch of field technicians that are out working on service calls all day and several office staff that do accounting, dispatch, customer service, etc. They initially engaged me because they said they wanted to change out their main business application that they use for scheduling service calls. This would be a major organizational change requiring new hardware infrastructure and significant investment. I started asking some questions about why they wanted a change.

They responded that the application didn't integrate with their accounting software and that they couldn't access it remotely. We discussed the other functionality of the application and they said that they liked how it handled scheduling, and that the mobile portion of the application their field technicians used to handle point of sale was quite slick.

I kept asking questions and eventually got to the one that counted: "If we could fix the integration with your accounting software and make this application accessible from outside, would it

meet your needs?" The answer was "yes." The cost of training all their staff on a new piece of software seemed daunting and through our interview I could tell that they were happy except for a couple of features that were missing. Also, the company had invested heavily in its current solution.

After we got to the root of their problem, the solution was simple. We offered to spin up a hosted server for them in our data center to house both their main business application as well

as their accounting software. This made the solution accessible from the outside.

A little research identified that their current solution *could* integrate with their accounting software, but that it simply needed a different version than they were currently using. We got them upgraded to the right version of the software and suddenly the solution was just the right fit for their business.

Even better news for the business owner was that this was

a fraction of the cost of replacing the entire system. In addition, there was no lost productivity from training on new software or downtime associated with making a change. The right questions drive the right solution.

When talking to a solutions provider, what approach do they take? Do they spend an hour telling you how great they are, how many certifications they have or how they can sell the biggest solutions? Alternatively, do they ask questions, listen intently and only

talk about a solution after they understand the need? If you're wondering, the second guy is the one you want to be working with.

Take the time to understand the need. Bring in folks from different departments to discuss, if needed. Ask lots of questions, and you'll be surprised what you find. The time spent understanding the need will reap dividends that will pay you back 100-fold in productivity in the years to come.

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



SECURE DOCUMENT SHREDDING HOME & OFFICE

www.rmshred.com

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

An advertisement for University Federal Credit Union. The background is a yellow and red graphic with a boxer in a red and black uniform. The text is as follows:

UP TO 5X THE
POW!

**TAKING CARE OF
BUSINESS!**

**OUR BUSINESS REWARDS VISA
WILL KNOCK OUR
COMPETITORS OUT!**

University
FEDERAL CREDIT UNION
UcreditU.com

5X U of U CAMPUS • 4X GAS • 3X TRAVEL/COSTCO/SAM'S CLUB • 2X GROCERIES/RESTAURANTS • 1X EVERYTHING ELSE

ZAKARIA*from page 14*

The next earthquake was the American-led invasion of Iraq, which destabilized the balance of power. Iran's ambitions had been kept in check by Saddam Hussein's Iraq, which had fought a bloody eight-year war

against it. With Saddam gone, Iran's influence began to spread in Iraq, where it is now the most important external influence on the Baghdad government.

Iran's alliance with Syria became central to Bashar Assad's survival. Its relations with Shiite communities everywhere, from Yemen to Bahrain, have been

strengthened.

If the Trump administration wants stability in the Middle East, it should help broker a new balance of power. This cannot happen purely on Saudi terms. Iran is a major player in the region, with real influence, and its role will have to be recognized. The longer Washington waits to do this, the longer the instability will grow. This would not cede anything to Tehran. Iran's influence would be countered by Turkey, Saudi Arabia, Egypt and others. The goal would be a Middle East in which all the regional powers felt invested enough that they would work to end the proxy wars, insurgencies and terrorism that continue to create so much death, destruction and human misery.

Donald Trump recently learned that healthcare is complicated. Welcome to the Middle East.

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

(c) 2017, Washington Post Writers Group

will be announced at the Entrepreneur of the Year National Awards gala in Palm Springs, California, on Nov. 18. The Entrepreneur of the Year National Overall Award winner then moves on to compete for the EY World Entrepreneur of the Year Award in Monaco in June 2018. Since its founding in 1986, the program has expanded to recognize business leaders in more than 145 cities in more than 60 countries throughout the world.

Founded and produced by EY, the Entrepreneur of the Year awards are nationally sponsored in the U.S. by SAP America, Merrill Corp. and the Ewing Marion Kauffman Foundation.

pares with \$1.17 billion in 2014-15. Per-skier-visit expenditures, checked every other year, rose to \$296 during the past season, topping the \$276 mark in 2014-15.

"We saw not only an increase in the volume of skiers but an increase in per-skier spending — both good things," Rafferty said.

"Tourism has emerged as one of the key drivers in Utah's diverse economy," said Vicki Varela, managing director of tourism, film and global branding for the state. Travelers in Utah spent \$8.17 billion in 2015 and contributed \$1.15 billion in total state and local taxes. "State sales tax revenue generated by travelers helps fund a variety of Utah priorities, including education, public safety, health and human services, road construction and maintenance."

CPI*from page 1*

offset by lower prices in the following sectors:

- Medical care prices decreased 0.1 percent as pediatric care and dental care prices decreased.

- Food-away prices fell 0.5 percent as fast-food restaurants decreased prices for meals.

"Our housing market continues its healthy expansion and our robust economy is becoming more and more attractive to potential new residents," said Randy Shumway, chairman and partner at Cicerro Group, a market research firm based in Salt Lake City that does data collection and analysis for the CPI. "Utah is in a good spot heading into the heat of the summer."

EY WINNERS*from page 2*

Doodles is a thriving dog-breeding business that focuses on doodle breeds — poodle mixes that shed less and are more easily tolerated by people with allergies. In recognition of her entrepreneurial venture, George was awarded a \$2,000 college scholarship at the gala.

Regional award winners are eligible for consideration in the Entrepreneur of the Year national program. Award winners in several national categories, as well as the Entrepreneur of the Year National Overall Award winner,

SKI RECORD*from page 1*

member standing back here in November earlier this year, and it's always a highly anticipated time of year where we're wondering is it going to snow, is it not going to snow? Mother Nature did come through for us this year, absolutely."

Ski Utah said snowfall had a slow start but saw season totals "up significantly." Brighton Resort in Big Cottonwood Canyon reported 632 inches, with more than 200 inches in January alone.

"Snow is great. A lot of snow is great," Rafferty said. "But it's important when it comes, and it came early and often for us this year. And having it in January, getting us set up for a big February and March time period, was awesome. ... The snow, while it started a little bit later than we would have liked — it probably cut out a couple of weeks of our ski season on the front end — but it did come, and it came hard and fast."

Utah officials were optimistic for a big season, with the reasons including coming off a record year in 2015-16 and an all-time high in funding for the Utah Office of Tourism.

Nationally, the number of skier days rose to 54.7 million, a 3.7 percent increase from the prior season's 52.8 million. Strong figures were recorded in the Northeast, Southeast and Pacific Northwest. Declines were seen in the Pacific Southwest, Rocky Mountains and Midwest. Utah was an outlier in the Rocky Mountain region, which saw a 3 percent drop, compared with Utah's increase of 2.85 percent.

The increase in skier days resulted in a bigger economic impact in Utah, to \$1.43 billion in the past season. That com-

CLASSIFIED**CAREERS****TECHNICAL**

Oracle America, Inc. has openings for **Technical Analyst** positions in Lehi, UT. Job duties include: Deliver solutions to the Oracle customer base while serving as an advocate for customer needs. Offer strategic technical support to assure the highest level of customer satisfaction. Apply by e-mailing resume to marc.gervais@oracle.com, referencing 385.21536. Oracle supports workforce diversity.

TECHNICAL

Oracle America, Inc. has openings for **Technical Analyst - Support** positions in Lehi, UT. Job duties include: Deliver post-sales support and solutions to the Oracle customer base while serving as an advocate for customer needs. Apply by e-mailing resume to vandana.sharma@oracle.com, referencing 385.19668. Oracle supports workforce diversity.

Real Estate**For Sale/For Lease**

Everest College Office Building 3448 S. 3200 W., West Valley City

12,722-sq.-ft. two-story medical office building previously used as a nursing college is available for sale at \$2,075,000 or for lease at \$13.00/sq. ft./yr. NNN with \$5.00/sq. ft./yr. CAM fees.

Nicely appointed finishes with modern architectural design that includes large class rooms, pharmacy lab, elevator, two sets of men and women's restrooms, and executive offices. Vacant and perfect for owner user.

- Well cared-for building
- Built 2006
- 42 Parking stalls
- Close proximity to I-215; Bangerter Hwy., and 1 block from TRAX

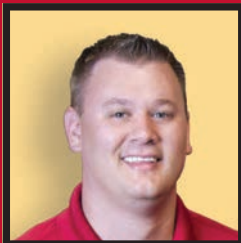


Contact **Steve Tobias**
of Keller Williams Salt Lake City

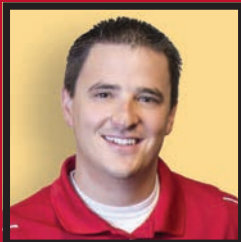
801-381-9103

for floor plans and property previews

SMALL BUSINESS *loans* Since 1956



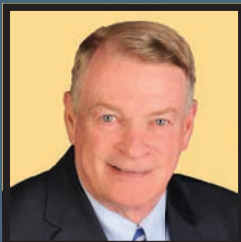
MIKE DENISON
801-463-3597



CHRIS HIGBEE
801-463-3596



STEVE MATHEWS
801-463-3599



JERRY CURTIS
801-481-8814

CALL US FOR AN
SBA LOAN!



"OUR BUSINESS IS HELPING YOU WITH YOUR BUSINESS!"



1956-2016