

## Focus



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## RFT grants account for 93 jobs in Utah's non-urban counties

**Brice Wallace**  
*The Enterprise*

A grant program to boost employment in rural Utah has become very popular.

A total of 46 companies were approved for Rural Fast Track (RFT) grants during the July-through-June fiscal year, with the grants tied to the creation of 93 high-paying, full-time jobs in 15 counties. That compares with fiscal year 2016 totals of 31 grants across 12 counties, tied to 122 jobs.

About \$2 million in state funding — nearly all that the grant program had — was used during the most recent fiscal year, while the private spending on approved projects

totaled over \$17.5 million, Linda Gillmor, associate managing director for urban and rural business services and director of the Office of Rural Development in the Governor's Office of Economic Development (GOED), told the GOED board at its July meeting. For comparison, the 2016 fiscal year saw \$1.3 million in grant funding and \$4.5 million in private investment.

"This is actually wonderful to be able to present this year because we have grown this program with encouragement from the board for marketing and different things. ... This is the highest we have used our pro-

**see FAST TRACK pg. 11**



*Rocky Vista University School of Osteopathic Medicine officials and local dignitaries prepare to cut a ribbon marking the opening of the school's new campus in Ivins. On the front row are Maya Sallam, board chair at RVU; Yife Tien, university trustee; and Timothy Anderson, chairman of the advisory council for the Southern Utah branch of the institution.*

## Half of new medical school's inaugural class are Utahns

**John Rogers**  
*The Enterprise*

It has been more than 100 years since a medical school opened in Utah. That all changed earlier this month when official and dignitaries cut the ribbon at the Rocky Vista University College of Osteopathic Medicine campus in Ivins, near St. George.

The only other medical institution in the state is the University of Utah's School of Medicine, which opened in 1905.

And the new school will be creating doctors out of Utah residents. According to Clinton Adams, RVU president and chief executive officer, 50 percent of RVU's first class of students are from Utah.

**see RVU pg. 5**

## Transportation costs send CPI upward in June

The cost of getting around again had the biggest impact on the overall cost of living in Northern Utah in June. The Zions Bank Wasatch Front Consumer Price Index (CPI) ticked upward last month, rising 0.6 percent from May. Transportation prices had the largest impact on the index, while other sectors experienced either modest increases or slight drops. The national Consumer Price Index increased 0.1 percent from May to June and 1.6 percent from this time last year.

Transportation prices drove the increase in the overall CPI from May to June as vehicle prices increased. Beginning every June, current-year models (2017) are used in the calculation of the Consumer Price Index instead of the previous year's models (2016), thus explaining the large increase in vehicle prices. National gasoline prices are down to \$2.26 from \$2.32 in May, and Utah gasoline prices have decreased to \$2.48 from \$2.54 in the same period.

Prices for other goods and services increased 1.6 percent as prices for haircuts and women's haircare increased slightly.

"Prices have remained relatively stable since (June)," said Scott Anderson, Zions Bank president and CEO. "Statewide price stability will allow consumers and business owners to make well-informed purchase and pricing decisions as we head into mid-summer."

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

- Food-at-home prices increased 1.1 percent as prices for meat, beef and condiments increased heading into the summer holidays.
- Education and communication prices increased 0.9 percent as cell phone companies increased prices for unlimited talk, text and data plans.
- Housing prices fell 0.6 percent as rental rates for apartments decreased slightly.
- Utilities prices fell 0.1 percent due to

**see CPI pg. 11**



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# Dept. of Workforce Services honors Olene Walker on its 20th anniversary

At a recent ceremony marking the 20th anniversary of the Utah Department of Workforce Services, Gov. Gary R. Herbert announced that the agency's downtown administration office will be renamed the Olene S. Walker Building in recognition of the late former governor's contributions to the formation of the department.

"Governor Walker was a visionary leader who left behind an indelible legacy of public service. The dedicated individuals employed at Utah's Department of Workforce Services today continue to exemplify that strong desire to provide exceptional service to Utahns," said Herbert. "The innovative organizational structure

Gov. Walker envisioned for Workforce Services during her time is now a proven standard, which other states strive to emulate."

Chairing the Workforce Development Task Force, then Lt. Gov. Walker helped to create an innovative system for Utah that ultimately became a model for the rest of the country. The Department of Workforce Services was officially created on July 1, 1997, after Gov. Michael Leavitt signed SB166 — the first state to consolidate employment and public assistance programs into one department. With the formation of this new department in 1997, patrons could now easily access a wide array of services at any of the "one-

stop" employment centers statewide.

"We had nearly 30 different programs in various departments in state government and it just cried out for a better solution," said Leavitt. "Olene came to me and said we don't need a new program, we need to knit this into a new department and call it the Department of Workforce Services."

With the recent passage of the federal Workforce Innovation and Opportunity Act, Utah has been highlighted and recognized as a national leader in seamlessly integrating critical services. With several states finding challenges to align all the required programs, Utah was already in position to

implement the act because the majority of the programs were already aligned as part of the department's creation 20 years ago.

"It is because of the sound foundation laid down by Gov. Walker that this department is able to assist as many people as we do as effectively as we do," said Jon Pierpont, executive director of Workforce Services. "We take seriously our responsibility to administer taxpayer dollars in a way that maximizes impact for the good of our state. With every new person who finds economic stability comes a stronger Utah."

The department also unveiled a new logo at the event, featuring

a prominent "W" for "workforce" and symbolism of open doors and stairs moving upward, representing how the department helps customers achieve their goals.

"Recognizing the transformation that has taken place in the past 20 years, it's time for Workforce Services to embrace a new look and a new logo to represent the work we do for all Utahns," said Pierpont.

In its 20-year history, Workforce Services has served 3.8 million job seekers at the more than 60 employment and service centers statewide, in addition to the robust online resources at the department's website, [jobs.utah.gov](http://jobs.utah.gov).

## Four Foods Group buys Mo'Bettahs

American Fork-based Four Foods Group, a restaurant development, investment and management firm, has acquired a majority stake in Mo'Bettahs, a six-unit Hawaiian-style restaurant chain. The all-cash acquisition closed on July 1.

Mo'Bettahs was founded in Bountiful 10 years ago by Kimo and Kalani Mack. The popular eateries have achieved steady growth with authentic Hawaiian-style food and cultural offerings. The Macks will continue to lead Mo'Bettahs and their future expansion strategy.

"I am honored to enter this new partnership with people who share our business values and who care about their employees and treat them as 'ohana' (family)," said Andrew K. Smith, CEO of Four Foods. "As FFG continues to expand our concepts through-

out the United States, we look to partner with quality people. Kimo and Kalani are talented leaders who have built a strong organization by serving customers the unique Hawaiian experience they know so well."

"This is a lifestyle we want to share with all our customers; it is a place where they are comfortable and at peace. Loyalty is most important to us," said co-founder Kimo Mack. "We strive for actions with 'pono,' which means striving to do what is right in all we do. Our partnership with FFG will help us spread our Hawaiian lifestyle and culture to many more people."

"We cannot wait for what Four Foods Group has in store for us. Everyone has been so kind while also getting down to business and offering what we need. I

am excited to work with the caliber of talent that exists at FFG," said co-founder Kalani Mack.

Four Foods Group company now has 105 total restaurants under management and is growing two to five new units a month across its portfolio of brands including Little Caesar's Pizza, R & R Barbeque and Kneaders Bakery & Cafe. The company expects to generate more than \$160 million in revenues this year.

"Kimo and Kalani Mack have accomplished one of the most difficult things to do in the restaurant business: they created and launched a brand and have grown it from one to six stores. That is incredibly hard and rare in this business. We are excited to extend this effort and expect to add 50 to 75 Mo'Bettahs units across the United States in the next three to five years," Smith said.

## CertainTeed Corp. acquires Orem-based SlimTek Fence

SimTek Fence of Orem has been acquired by CertainTeed Corp. of Malvern, Pennsylvania. SimTek manufactures and markets high-density polyethylene fence products. Terms of the transaction were not disclosed.

Founded in 2007, SimTek pioneered and patented the design of rotationally-molded fence with its Ecostone simulated-stone fence system and in recent years, has complemented its signature Ecostone with the Ashland Collection of wood grain fence panels.

"This acquisition adds a key innovation to our outdoor living products portfolio, specifically our Bufftech premium fence line," said Benoit Bazin, president of CertainTeed. "SimTek

complements our business in many ways. In particular, they have a dedicated employee base committed to driving that innovative spirit every day, supported by an unwavering entrepreneurial and customer-focused approach."

"We're really good entrepreneurs and innovators and are proud to be part of the CertainTeed family," said Brad Wilson, CEO of SimTek Fence. "We are excited about the power of this combined fence portfolio and look forward to leveraging CertainTeed's marketing, R&D and manufacturing expertise to take us to the next level."

"Our customers have been asking us for a low maintenance fence line that offers the true look of stone," said Richard Brinton, general manager of CertainTeed Outdoor Living Products. "SimTek, its very talented team and product lines fit the bill perfectly."

SimTek operates a single manufacturing location in Orem where most of its 75 employees are located. CertainTeed currently operates a state-of-the-art facility in Buffalo, New York that utilizes extrusion technology to manufacture the company's Bufftech and EverNew lines of vinyl fence, railing and decking products.

CertainTeed is a subsidiary of Paris, France-based Saint-Gobain, one of the world's largest building products companies. It has more than 6,300 employees and more than 60 manufacturing facilities throughout the United States and Canada. The company had total sales of approximately \$3.4 billion in 2016.



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# Downtown SLC wants to capitalize on arts & entertainment draw

**Brice Wallace**  
The Enterprise

Lots of people come to downtown Salt Lake City for arts and entertainment. Expect to hear more about it in the near future.

During a “State of Downtown” media gathering last week, Jason Mathis, executive director of the Downtown Alliance, said that the organization will emphasize the many unique arts and entertainment options available downtown in its marketing.

A statewide survey about perceptions and attitudes commissioned by the alliance indicates that arts and entertainment — dining, events, festivals, theater and nightlife — are the main draw for people coming downtown. The top reason for coming is that those options are not available elsewhere, according to the survey.

“That leads the charts as to why people like to come downtown,” Mathis said. “That’s what differentiates downtown from maybe some other suburban communities.”

Downtown’s distinct, diverse activities “seems to be the driving factor,” he said.

“The fact that you can come downtown and have a multitude of experiences that are not available in a suburban community is really an important differentiation for downtown over other communities and something we will be capitalizing on in our marketing strategy moving forward,” Mathis said.

The survey indicated that most people rated the level of artistic creativity and culture downtown as a 7 or 8, on a scale with 1 being “very poor” and 10 being “excellent.”

“We see people are generally fairly happy with it, but it’s kind of in the middle,” Mathis said. “Seven and eight were the big numbers. Our goal of the alliance will be, over the next few years, really changing that and moving that into the 8, 9, 10.

“We hope that over the next few years, as we’ve started to measure this, that we’ll have some activities and strategies that can help to change this and push people to be thinking of downtown as a creative, entrepreneurial and cultural center for the Intermountain region.”

Several panelists discussed the idea that “experience” can come not just from theater shows and events but also from retail. People can come downtown to dine, attend events and shop at places not available elsewhere.

“Arts and entertainment led

the charge with why people want to come downtown. They want an experience,” Mathis said. “One thing we’ve noticed as a national trend is that the millennial generation is more interested in experiences than they are in possessions. They’re more interested in buying experiences and having unique experiences than they are in necessarily collecting material goods. And we’re going to try to emphasize that.”

Stephanie Buranek, a CBRE associate specializing in retail, said the trend toward unique experience-based retail will continue.

“I think that consumers, in order to get them off the couch and out of the house, they’re looking for an experience,” she said, citing that as a reason that 22 restaurants have opened during the past year and that the redevelopment of The Gateway should be a great success.

Linda Wardell, general manager of City Creek Center, said last year’s opening of both the Eccles Theater and the 111 Main office building led to an “amazing” holiday season for the center. Having the right mix of retail is important for any mall’s success,

she said.

“It’s important for us as mall operators to be nimble and strategic, and part of that is creating a collection of retail that is experiential, that will keep people coming into the center, that will be something interesting and different, and that you can only find at City Creek Center,” Wardell said.

Lara Fritts, director of Salt Lake City’s Department of Economic Development, said the Downtown Alliance’s survey echoed responses of an earlier survey.

“We heard within our survey

that arts and entertainment are the No. 1 thing that will help a company decide whether or not they’re going to stay in the city and, more importantly, expand here. That blew our minds, because the first thing they tell you in Economic Development 101 [is] do not talk about the quality of life, because — you know what? — every city is going to talk about what a great quality of life they have,” Fritts said.

“So to actually hear from our companies that, ‘Yeah, we want to hear more about the arts and entertainment’ was remarkable to us. ... We are excited about our arts and culture and our downtown, and we’re looking forward to seeing that continue to grow.”

The media roundtable featured a release of the survey and the “State of Downtown Economic Benchmark Report” that features an analysis of downtown Salt Lake City’s economy, including office space, retail and residential development. The survey and report are available at <https://www.dropbox.com/sh/qqbro0um6r9i1k/AAD0B1bkFwGSvXzHA0YWQFc0a?dl=0>.

## Ivanti acquires Boston-based RES Software

South Jordan-based Ivanti has acquired RES Software, the company said in a recent release. Avanti adds the digital workspace software developer to its own IT digital workspace integration and management products and services. RES has its corporate office in Boston and additional offices worldwide.

RES Software’s flagship offering addresses user environment management and identity governance across physical, virtual, and cloud environments via its converged platform, Avanti said.

“We’re excited to further expand Ivanti’s extensive product portfolio and continue to broaden our team globally with RES Software,” said Steve Daly, CEO

of Ivanti. “Ivanti welcomes RES Software and its employees to the Ivanti family and we look forward to helping RES Software’s customers and partners further leverage their technology investments within the Ivanti platform.”

With a significant presence in Europe, particularly in the Benelux region, RES expands Ivanti’s customer base while furthering its global growth, according to Daly. RES Software will help Ivanti extend its existing automation capabilities to a larger pool of applications, platforms and databases.

“RES Software has been dedicated to delivering products we know our customers will love, helping to simplify the complex IT tasks associated with modern digi-

tal workspaces,” said Bob Janssen, founder and chief technical officer at RES. “We are excited to share what we’ve built with a broader, global audience and to help more CIOs with their digital transformation. Our existing customers will greatly benefit from this combination, and together with Ivanti, we have a more comprehensive solution to help organizations solve the growing problem of IT complexity.”

This acquisition is Ivanti’s 10th in five years and second under its new brand name. Terms of the deal were not disclosed. Ivanti is backed by Clearlake Capital Group, a Santa Monica, California-based private investment firm founded in 2006.



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# Jive to consolidate operations into 52,000-sq.-ft headquarters

Orem-based cloud communications company Jive has announced that construction is under way on its new headquarters building in Pleasant Grove. Management had not said anything about the project until a surprise announcement to its employees at its annual employee appreciation party at Snowbird recently. The new 52,000-square-foot facility will bring all of the company's employees together under one roof, Jive co-founder and CEO John Pope told the gathered employees. Jive management hope to move into the new headquarters next spring. Currently, Jive employees work from five separate locations.

Founded in 2006, Jive has grown from a handful of founders to employing over 500. Pope said he expects his company to add 200 more workers this year.

"Jive is one of the largest, privately held, cloud communications companies in the nation and we're proud to be based in Utah County," Pope said. "Our employees are hard-working, dedicated, long-term focused, and caring — all of which are reflections of the local culture. We're excited to bring our teams back together again at a new Utah County home where we can continue to expand," he said.

"This announcement not only signifies a lot of positive growth for our company, but it's a big deal for our people to get back together under one roof," said Paul Thatcher, Jive's director of human resources.



*The Argent Group and DLM Development have broken ground on an office park development in Lehi. Dubbed Innovation Pointe, the project will be located west of I-15 in the Silicon Slopes area of Utah County. Consisting of 600,000 square feet of Class A office space, the development will have five buildings rising five stories. The project is being built on a speculative basis, the developers said in a release. "Designed with the needs of today's businesses in mind, Innovation Pointe will combine leading edge technology with high-end finishes, raising the standard of quality in the market," the statement said. Designed by MHTN Architects, the project will be built by Layton Construction and marketed by CBC Advisors. It is scheduled for completion in the summer 2018. "We are excited to begin this newest project, and invite those interested to 'Innovate with Us,'" the project release said*



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## RVU

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"That's really our dream," Adams said. "To keep it that way in the future should not be a problem."

Following the ribbon-cutting ceremony, RVU hosted its first class of 135 students that gathered at the Ivins campus for orientation. Adams said that eventually, the university is equipped to handle 250 students on a year-round basis. The RVU Ivins campus is a residential facility where student will be housed during the school year. The initial class will spend four years at the two-story, 135,000-square-foot facility that sits on 32 acres in the middle of Ivins. Adjacent to the main building are two residential halls.

The addition of the students, faculty and staff to the small, rural Utah community is something Ivins Mayor Chis Hart said he's most excited about.

"We're a population of 10,000, and there are almost no communities of our size that can boast they have a medical school," Hart said. "So it gives us some bragging rights."

Hart said the economic impact RVU will have on the Ivins is not yet known. He said it will certainly be an important economic factor for the region, but the small town on the fringes of the greater St. George area isn't likely to attract much commercial development, he added. "But I do believe you can't have 300 hungry students studying all night without getting pizza at a pizza parlor, right?" he joked. "Who knows what else might come along?"

The RVU campus is located adjacent to the Southern Utah Veteran's Home, another thing that excites Adams who retired from the U.S. Navy as an admiral after serving for 30 years.

"This is kind of the 'last hoorah,'" Adams said. "This is all about connecting with people, which will help our students become more humanistic and reaching out at the VA home. Our students hooking up with each one of those patients who are there and understanding their life stories and helping them enjoy their last years is more than one can dream about in a lifetime."

Part of the operating model for RVU is a connection with local undergraduate institutions. Eleven Southern Utah University graduates are among the 135 accepted this year as part of the inaugural class.

The first Rocky Vista class is 10 students larger than the 125 incoming first-year medical students at the University of Utah, according to posted enrollment numbers.

The just-completed RVU building includes two 200-seat

lecture halls, 36 study rooms, a simulation center, standardized patient rooms and a 9,000-square-foot library.

Utah health officials have expressed hope that the new medical school will alleviate a physician shortage ongoing in the state.

Students will leave RVU as osteopathic physicians but will still need to complete the same post-graduate programs such as residencies that traditional medical school graduates do in order to practice medicine. Osteopathic physicians are medical doctors with specialized training in osteopathic manipulation who take a more holistic approach to a patient's health.

Gov. Gary Herbert addressed by video those gathered for the opening of Rocky Vista campus.

"As our state's population continues to grow, the need for physicians continues to grow," Herbert said. "And starting today, more Utah students will be able to stay in their home state while pursuing their medical education."

Rocky Vista University has also named an advisory council for the new Southern Utah branch. Timothy Anderson, an attorney with Jones, Waldo, Holbrook and McDonough in St. George, will serve as chairman of the council, which will provide guidance and advice to the leadership and faculty at Rocky Vista.

Other members of the council include Eric Leavitt, CEO of the Leavitt Group in Cedar City; Donna L. Milavetz, CEO of Salt Lake City-based OnSite Care Clinics; Stan Albrecht, recently retired president of Utah State University; and Richard G. Whitehead, a former administrator at Dixie State University and Southern Virginia University.

Also named to the council were R. Lane Beattie, president and CEO of the Salt Lake Chamber of Commerce; Mindy Benson, vice president for alumni and community relations at Southern Utah University; Warren A. Peterson, a dermatologist and osteopathic educator from Woodland Hills; and B. Grant Bishop, professor emeritus at the University of Utah School of Medicine.

"We are very pleased to have such a cross-section of prominent Utahns to serve on the committee as we finally realize this significant new addition to higher education in the state," Adams said in a statement.

The council will also advocate for the school, provide access to higher education and business leaders, and assist with fundraising for the nonprofit part of the school's mission such as scholarships and student well-being.

## Vista Outdoor becomes major BSA sponsor

Farmington-based Vista Outdoor Inc. has announced that it has entered into a wide-ranging partnership with the Boy Scouts of America. Vista Outdoor is now the official conservation sponsor of the Scouts, while Vista Outdoor brands Federal Premium, CCI, Savage, Gold Tip, CamelBak and Bell have become official partners with the Scouts for the Shooting Sports, Archery, Hydration and Wheeled Safety awards.

"Vista Outdoor's mission is to bring the world outside," said Ryan Bronson, Vista Outdoor director of conservation. "This historic partnership will help us achieve our mission and support over 2 million Scouts in their ability to enjoy the outdoors and be responsible citizens. Vista Outdoor and its brands have a long history of working with the Boy Scouts, and this partnership is the next logical step, the company said. Many of our employees and their children are Scouts and we understand the significant impact this organization makes in young people's lives."

"Scouting takes young people on adventures and lessons of character and leadership in the most remarkable classroom imaginable — the outdoors," said Brad Farmer, assistant chief

scout executive leading the Office of Development for the Boy Scouts of America. "We are honored to partner with Vista Outdoor, an organization that shares our respect for the outdoors and long-lasting commitment environmental stewardship. In Scouting, we learn to leave no trace so that others can have the opportunity to experience the outdoor classroom as we have for generations."

As the official conservation sponsor, Vista Outdoor is the presenting sponsor of the Conservation Trail at this year's National Jamboree. The company launched a "Conservation Counts" campaign last year to better communicate how even the smallest effort can make a substantial difference when it comes to being a responsible steward of the environment.

"Conservation is a core value for Vista Outdoor," said Bronson. "Our company believes in supporting conservation of wildlife and wild places and protecting access to public lands for all outdoor enthusiasts to pursue their adventures. But at its core, we believe in being responsible. The Boy Scouts' Outdoor Creed aligns perfectly with our company's culture of responsibility."



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## ASSOCIATIONS

• **Scott Bennion** has been re-elected to the **Building Owners and Managers Association (BOMA)** Regional Nominating Committee. Bennion is senior



Scott Bennion



Gary Bullock

property/asset manager for **Riverpark Development** and **BOMA Utah** president. He will serve another two-year term on the committee, which recommends the future officers and other leaders of the association. Also, **Gary Bullock**, director of operations for **Millrock Management** and **BOMA Utah** board member and government affairs chairman, has been elected president of the **BOMA International Pacific Northwest Region**. The president is responsible to oversee and conduct all meetings, including coordinating the region meeting and directing the board of directors, which includes members from Alaska, Idaho, Montana, Oregon, Utah, Washington and Wyoming.

## BANKING

• **Bank of Utah**, Ogden, has hired **Phill Wright** as a vice president and mortgage area manager at the bank's new Bountiful branch. Wright has more than 30 years of experience in the financial and mortgage industries. Wright has also served several years as a senior chair member within a political



Phill Wright

organization, as a board member of a nonprofit veteran's charity, and as a motivational speaker and trainer. Wright majored in communication and media studies at **Brigham Young University**.

## CONSTRUCTION

• **WesTech Engineering Inc.**, Salt Lake City, has appointed **Philip Lake** as industrial branch leader. He will focus on driving growth in industrial markets. Lake most recently served as the company's international business manager. He succeeds **Ralph**



Philip Lake

**A. Cutler**, who became **WesTech's** president on July 1. Lake has 23 years of experience in the water technology solutions field. Prior to joining **WesTech**, he was the operations director at **Eimco Water Technology**.

## EDUCATION/TRAINING

• **Salt Lake Community College (SLCC)** has appointed **Sonia Alarcon Parker** as director of career and student employment. She will lead the work within Career and Student Employment Services and continue to seek partnership opportunities with the industry that lead to employment and internship experiences for the students. Parker previously was **SLCC's** director of academic and career advising for 16 years and was publisher/editor of the local Spanish language newspaper **America Unida** and international TV producer for several organizations. She is a graduate from **Brigham Young University** and **University of Utah**. Parker succeeds **Jack Hesleph**, who retired after 32 years of service at **SLCC**.



Sonia Parker

## ENERGY/NATURAL RESOURCES

• **Vivint Solar Inc.**, Lehi, has expanded availability of its solar energy systems into Virginia. The company now operates in 20 states.

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## HEALTHCARE

• **Regence BlueCross BlueShield of Utah** has appointed **James Swayze** as plan president. He will be responsible for strategy development and execution for the company's operations in the state, which serve a customer base of nearly a half-million people. Swayze comes



James Swayze

to his new role from the Denver metro area where he served for the past nine years as president and chief executive officer of the state's largest third-party administrator of employee benefit plans. Prior to that, he held leadership roles at Colorado health insurance firms, including **Rocky Mountain Health Plans**, **Secure Horizons**, **PacificCare Health Systems** and **FHP Health Care**.

• The **Community Foundation of Utah** has awarded a \$545,182 two-year grant to the **Fourth Street Clinic**. The grant is the first awarded through the Housing and Homelessness Prevention Fund, a fund established by the foundation in 2015. The grant will support the launch of the clinic's Nurse Care Management (NCM) pilot program, a program designed to connect homeless individuals with comprehensive medical services. The Fourth Street Clinic will serve as the central "hub" for medical services, with service provider locations as the "spokes." It will partner with **YWCA Utah**, the **Salt Lake County Housing Authority**, **First Step House**, **Volunteers of America Utah** and **The Road Home** over the first two years

of the program, providing nurse care managers on rotation between locations depending on the needs of patients.

## INVESTMENTS

• **Impartner**, South Jordan, has closed on a \$15 million funding round from **Emergence Capital**, based in San Mateo, California. Impartner said it will use the funding on research and engineering to continue to advance its flagship **Impartner PRM** solution. Impartner was assisted in the transaction by **Mark Bonham**, a partner at **Stoel Rives**, and his team.

• **APIO**, a Sandy-based financial technology company, has closed on a \$2.5 million seed funding round led by a group of private investors. APIO's financial advisor on the transaction was Salt Lake City-based **Crewe Capital**. Founded in the fourth quarter of 2016, the company leverages direct integration with first- and third-party data, AI and machine learning (ML) to create a new working capital solution for small-to medium-sized business (SMBs) worldwide.

## MEDIA/MARKETING

• **Blue360° Media**, Park City, has acquired more than 150 law enforcement publications from **LexisNexis Group**, covering 40 U.S. states. Financial terms were not disclosed. **Blue360° Media** publishes law enforcement manuals, code books, field guides and an officer series focused on professional development.

## PHILANTHROPY

• The **Grainger Foundation**, an independent, private foundation based in Lake Forest, Illinois, has donated \$5,000 to the **Friends of the Salt Lake County Chil-**

**dren's Justice Center Inc.** in support of its mission to help support child abuse victims in the area. **Friends of the Salt Lake County Children's Justice Center Inc.** is a nonprofit established to support the mission of the **Salt Lake County Children's Justice Center** program, which is administered by **Salt Lake County District Attorney Sim Gill**. The center is an award-winning program that serves more than 1,600 child and teen victims annually. This donation was recommended by **Michael Cook** and **JT Grainger**, operations managers, and **Sean Casey**, branch manager of **W.W. Grainger Inc.'s** Salt Lake City location.



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## RECOGNITIONS

• Six Utah companies are listed in the **2017 Cloud 100 List**, a list of the top 100 private cloud companies in the world, compiled by **Forbes**, in collaboration with **Bessemer Venture Partners**: No. 6 **Qualtrics**, No. 15 **Domo**, No. 20 **Pluralsight**, No. 58 **Workfront**,

see BRIEFS next page

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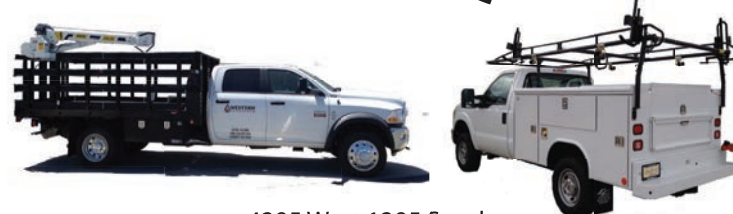
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# Industry Briefs

from previous page

No. 64 **Health Catalyst** and No. 92 **InsideSales**. A panel of mostly cloud company chief executive officers selected and ranked the companies. The evaluation involved estimated valuation, operating metrics, people and culture, and market leadership.

• The **Interstate Renewable Energy Council** has honored **Utah Clean Energy** with its **Regulatory Champion of the Year** award, part of its **2017 3iAwards**. Recipients were honored for their "innovation, ingenuity and inspiration in renewable energy and energy efficiency." Awards were presented in four categories. Utah Clean Energy partnered with Salt Lake City to develop a 10-year solar plan for industry, regulators, local governments and utilities to work together to simplify and expand rooftop solar and reduce costs.

• Two Utah companies have been named among "**America's Best Employers**" in the large-company category and six more are in the midsize-employers category in lists compiled by **Forbes** magazine. The large employers are No. 33 **Intercontinental Hotels Group** and No. 141 **University of Utah**. The midsize employers are No. 68 **Har-**

**mons**, No. 71 **DoTerra**, No. 165 **Brigham Young University**, No. 171 **CHG Healthcare Services**, No. 231 **Sinclair Oil**, and No. 273 **Nu Skin Enterprises Inc.**

• **Scott Thompson** and **DiVi Energy** recently were recognized by the **U.S. Department of Energy** during the Building Owners and Managers Association (BOMA) annual conference. The recognition is for companies that are making significant contributions in energy savings with LED lighting as part of the DOE's Interior Lighting Campaign.

• Six winners were recently honored as **Skyline Challenge Awards** recipients for their building efficiency efforts by Salt Lake City: the **Boston Building (Unico Properties and Hamilton Partners)**, **Zions Bank**, the **Goldman Sachs Group**, **VCBO Architecture**, **Dominion Energy** and **XMission**. Launched in May 2014, the Skyline Challenge is a multi-year competition that encourages organizations across Utah to proactively achieve high levels of energy savings by evaluating their buildings' energy use, setting energy-saving goals, and undertaking energy-saving projects.

• **Brian Rubow**, director of client training and support at Cimatrix Inc., was awarded the **Leadership Award** at the annual

**SEMI International Standards Awards** reception July 11 during the SEMICON West show. The Leadership Award recognizes those who volunteer their time and demonstrate outstanding leadership within the SEMI standards program.



Brian Rubow

of experience in the semiconductor, electronics assembly, robotics, PV and HB-LED industries, and has been a key contributor to the SEMI Standards programs throughout his career. He also has been involved in training and supporting the many customers of Cimatrix equipment connectivity and control products over the years.

• **World Trade Center Utah** honored **Qnergy**, Ogden, with the **Vanguard in International Business Award** at the recent Weber County International Business Forum. To qualify, Qnergy had to be a business headquartered in Weber County, successfully exported for at least one year and have potential for increased export activity. Qnergy was incorporated in October 2013. The PCK80 was Qnergy's first product and launched in 2014. In 2015, Qner-

gy established its first commercial partnership with an Austrian company to use the PCK80 in its clean-burning wood pellet boilers. Qnergy has since launched two more products — **SmartBroiler** and **SmartGen** — and its products are shipped worldwide, with 75 percent of Qnergy's sales in 2016 being from exports.

• The **Jordan Valley Water Conservancy District** has been honored by **Rocky Mountain Power** as the **2017 "wattsmart" Business Utah Partner of the Year**. Rocky Mountain Power said the district last year engaged in energy saving efforts that saved over 9.3 million kilowatt hours, equivalent to the energy used by 1,040 homes in a year. Rocky Mountain Power provided \$275,134 in incentives for two capital improvement projects as well as a strategic energy management program, which resulted in \$372,275 in annual energy costs savings.

## SERVICES

• **VFI Corporate Finance**, a Salt Lake City-based equipment leasing company, has named **Richard Hickmon** as vice president of intermediary relations. Hickmon will serve the intermediary market and the middle market arena for VFI. He previously served as vice president of the Lease Advi-



Richard Hickmon

sory Group of **Varilease Finance Inc.** from 2005-2017, and earlier as national sales manager of **ACC Capital Corp.** He has worked in the leasing industry for the past 20 years. He graduated from the College of Eastern Utah with an associate degree in communications and later attended the University of Utah.

## TECHNOLOGY/LIFE SCIENCES

• **Qualtrics**, Salt Lake City, has appointed **John Torrey** as head of corporate strategy, corporate development and business development. Torrey's experience includes serving as chief corporate development officer for SAP; executive vice president of corporate strategy for **Concur Technologies**; and an equity research analyst at **Adams Harkness**, **Credit Suisse**, **First Boston Technology Group** and **Montgomery & Co.**, where he was also director of research.



John Torrey

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## Business Tech

# Here are 10 good reasons to help you consider switching to Office 365

There are a lot of reasons that most businesses should consider moving to Office 365 — and a few things to think about when making the jump.



MIKE  
HERRINGTON

Office 365 can be a huge productivity boost for businesses, and has a lot of great features that can streamline their workflows. It offers advantages in server maintenance, scalability, productivity gains, cost savings, security and more.

Here are 10 reasons you should consider making the jump:

**1. Server Maintenance.** For years, many small and medium businesses have been maintaining an exchange server onsite. There is a continual stream of security updates and service packs, all of which need a qualified IT professional to administer them. With the move to Office 365, this maintenance is significantly reduced. You still need to have someone that can administer accounts, but it eliminates the need for patches and updates on an exchange server.

**2. Scalability.** Many small businesses used to use Microsoft's Small Business Server for email. It has been discontinued for several years in an effort to push small businesses to their cloud offerings, but when it was still around it had a maximum of 75 users. If you grew your business past that, it represented a significant reinvestment to keep an exchange email solution. With Office 365 there really are no limits on how many users or mailboxes you have. Simply log into the admin panel and make a new one when you need it.

**3. Productivity Gains.** One of the nice features of Office 365 is that it is cross-platform. That means that it runs just as happily on Apple or Android as it does on Windows. This is important because more organizations are allowing their employees to bring their own devices.

The next productivity gain is that Office 365 is available anywhere you have Internet. This allows your staff to have a little work/life balance, and access needed documents from home or elsewhere. There are also some nice collaboration features that allow users to track changes to documents across the organization without generating multiple versions of the same document. This helps keep everyone on the same page.

**4. Cost Savings.** Cost savings are especially significant to small and medium businesses. In-house exchange servers typically carry significant procurement costs for hardware, software licensing and labor to configure it all. There are ongoing server maintenance costs, as mentioned. With Office 365, businesses have the capability to scale their users up and down at any time. This eliminates waste. They also have a predictable monthly cost that is straightforward and easy to budget for. From a cost perspective, any business that has 100 employees or less will typically realize significant savings. Many larger businesses can also save by a move.

**5. Security.** There has been a lot of talk about security in the cloud. Microsoft's online services have been designed with security in mind. Office 365 applications are accessed through 128-bit SSL/TSL encryption. If data was somehow intercepted, the bad guys would be unable to read it. Antivirus signatures are kept up to date and security measures are applied in accordance with the Microsoft security guidelines. Exchange Online has built-in malware protection and it uses anti-spam filtering and antivirus with multiple virus engines.

**6. Reliability.** One of the great features of Office 365 is that it is guaranteed to

be up all of the time. They have a 99.9 percent uptime commitment to their customers. That means that the total downtime in a year will not exceed 8.76 hours.

**7. Compliance.** Many businesses have to meet compliance regulations for the industries they work in. Office 365 services have been certified as compliant with ISO 27001 standards. They have also passed SAS70 audits for security compliance and even have added controls for clients that need to comply with HIPAA or other industry regulations.

**8. Always up-to-date.** There is a regular life cycle to most software products. Most businesses end up purchasing new

copies of Office about every three years as they come out. An Office 365 subscription entitles you to the latest version that Microsoft produces as soon as they are released at no extra cost.

**9. Single sign-on.** If your network is running a Windows Server 2008 or newer, you can configure active directory federation services to achieve single sign-on. This allows users to log on to the domain and be automatically authenticated to Office 365.

**10. Office Web Apps.** This is another

see TECH page 11

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# Calendar

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

## **July 25, 11:30 a.m.-1 p.m.**

**“Five Ways I’d Put Your Company Out of Business,”** presented by Silicon Slopes and Advanced CFO. Dave Chase of Advanced CFO will moderate a panel featuring Rob Seolas of Observepoint and Ryan Westwood of Simplus. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **July 26-29**

**Outdoor Retailer Summer Market**, a trade show not open to the general public. Location is Salt Palace Convention Center, 100 S. West Temple. Details are at <http://www.outdoorretailer.com/>.

## **July 26, 9-10 a.m.**

**International Marketing Seminar**, a World Trade Center Utah event featuring a panel discussion about the importance of market research and target market selection, cultural sensitivities and differences in marketing internationally. Location is Zions Bank Founders Room, 1 S. Main St., No. 1800, Salt Lake City. Free. Details are at [wtcutah.com](http://wtcutah.com).

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

**Multi-Chamber Luncheon Series**, hosted by the South Salt Lake Chamber. Speaker James E. Lamadrid, FBI cybersecurity supervisory special agent, will discuss “Cyber Crimes.” Location is Jordan Valley Water Conservancy District, 8215 S. 1300 W., West Jordan. Cost is \$20 with advance registration, \$30 at the door. Details are at [sslchamber.com](http://sslchamber.com).

## **July 27, 5:30 p.m.**

**Contactos**, a Utah Hispanic Chamber of Commerce networking event. Location is 244 S. 300 N., Suite 100, Salt Lake City. Free. Details are at <http://www.utahhcc.com>.

## **July 27, 6-7 p.m.**

**Legal Clinic**, a Small Business Development Center (SBDC) event. Presenter is Matthew Todd. Location is SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

## **July 27, 6-7 p.m.**

**Accounting Clinic**, a Small Business Development Center (SBDC) event. Presenter is Mike Collett. Location is SBDC, 815 W. 1250 S., Orem. Details are at

<https://utahsbdc.org/trainings>.

## **July 28, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Richard Snelgrove, Murray mayoral candidate. 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](http://murraychamber.org).

## **July 28, 9 a.m.-1:30 p.m.**

**“Deal Forum: Outdoor Recreation Edition,”** a VentureCapital.org event featuring companies from the outdoor and recreation industries. Companies include Campgrounds Unlimited, Drift, Onblay, Ravean, Razik and Sno-Go. Location is Zions Bank Founders Room, 1 S. Main St., 18th Floor, Salt Lake City. Cost is \$35. Registration can be completed at [Evenbrite.com](http://Evenbrite.com).

## **July 28, noon**

**Startup Conversation Series**, presented by Silicon Slopes, in partnership with the Salt Mine. Speakers include Carine Clark, chief executive officer of Banyan; Ben Capell, managing director at Peterson Partners; and Tom Clark, founder at Banyan. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **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](http://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](http://davischamberofcommerce.com).

## **Aug. 1, 6-9 p.m.**

**Co-Founder Networking Event**, presented by Co-foundersCircle.com and designed for people looking for a co-founder, needing to build a startup team or wanting to join a startup. Event features a keynote presentation by John Richards, startup founder pitches, speed networking and open networking. Location is the Startup Building 111 W. 600 S., Provo. Free. Registration can be

completed at [Eventbrite.com](http://Eventbrite.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](http://slchamber.com).

## **Aug. 2, 11 a.m.-1 p.m.**

**“25K Jobs” Launch Tour**, presented by Lt. Gov. Spencer Cox and World Trade Center Utah and focusing on Gov. Gary Herbert’s challenge to create 25,000 jobs in rural Utah during the next four years. Location is Beaver County. Similar events take place Aug. 2, 4-6 p.m. in Washington County; Aug. 3, 4-6 p.m. in Iron County; Aug. 9, 11 a.m.-1 p.m. in Emery County and 4-6 p.m. in Carbon County; Aug. 10, 11 a.m.-1 p.m. in Grand County and 4-6 p.m. in San Juan County; Aug. 22, 4-6 p.m. in Wasatch County; Aug. 23, noon-2 p.m. in Daggett County and 4-6 p.m. in Uintah County; Sept. 5, 11 a.m.-1 p.m. in Juab County and 4-6 p.m. in Millard County; Sept. 6, 4-6 p.m. in Tooele County; Sept. 25, 11 a.m.-1 p.m. in Kane County and 4-6 p.m. in Garfield County; and Sept. 26, 11 a.m.-1 p.m. in Piute County and 4-6 p.m. in Wayne County. Exact locations to be announced. Details are at [www.25kjobs.com](http://www.25kjobs.com).

## **Aug. 2, 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](http://chamberwest.org).

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

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

## **Aug. 3, 6-7:30 p.m.**

**“Start Smart,”** a Small Business Development Center (SBDC) event. Presenter is Eddy Yujra. Location is SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

## **Aug. 4, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Craig Burnett, Murray

City police chief, discussing “Crime Prevention in Murray City.” Free (pay if ordering from the menu). Open to the public. Details are at [murraychamber.org](http://murraychamber.org).

## **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](http://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](http://thechamber.org).

## **Aug. 4, 8:30-11:30 a.m.**

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

## **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](http://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](http://holladaychamberofcommerce.org).

## **Aug. 8, 11:30 a.m.-1 p.m.**

**Women in Business Luncheon**, a ChamberWest event. Speaker Ed Blake of Habitat for Humanity will discuss “The Field of Dreams EcoCommunity — Build it and They Will Come.” Location is TownePlace Suites by Marriott, 5473 High Market Drive, West Valley City. Cost is \$20 with RSVP. Details are available at (801) 977-8755 or [chamber@chamberwest.org](mailto:chamber@chamberwest.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](http://sandychamber.com).

## **Aug. 9, 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](http://chamberwest.org).

## **Aug. 10, 11:30 a.m.-1 p.m.**

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is Ninzel Rasmuson of Operation Vet Support. Location is Prohibition, Fashion Place Mall, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

## **Aug. 10, 11:30 a.m.-1 p.m.**

**WIB Luncheon**, a Davis Chamber of Commerce event. Speaker Adrienne Gillespie Andrews, chief diversity officer at Weber State University, will discuss “Who Tells Your Story?” Location is Megaplex Theaters at Legacy Crossing, 1075 Legacy Crossing Blvd., Centerville. Cost is \$15 for members, \$20 for walk-ins. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.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 \$84 through Aug. 9, \$100 the day of the event. Details are at [slchamber.com](http://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](http://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](http://ogdenweberchamber.com).

## **Aug. 11, 8:30-11:30 a.m.**

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

## **Aug. 15-17**

**102nd Annual Convention and Golf Tournament**, a Utah Mining Association event.

**see CALENDAR page 10**



## CALENDAR

from page 9

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](mailto: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](http://davischamberofcommerce.com).

### Aug. 16

**Ogden-Weber Chamber of Commerce Golf Classic**. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Sponsorships are available. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Aug. 16, 11:30 a.m.-1 p.m.

**UTC TechLunch**, a Utah Technology Council event. Location is Dealertrack, 10757 S. River Front Parkway, No. 400, South Jordan. Free. Details are at [utahtech.org](http://utahtech.org). Registration can be completed at Eventbrite.com.

### Aug. 16, 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](http://chamberwest.org).

### 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](http://slchamber.com).

### Aug. 17, 7:30-9 a.m.

**Monthly Coffee Social and Networking**, a Holladay Chamber of Commerce event. Location is 3 Cups Coffee, 4670 S. Holladay Village Plaza, No. 104, Holladay. Free. Details are at [holladaychamberofcommerce.org](http://holladaychamberofcommerce.org).

### 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](http://thechamber.org).

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

**WBN Luncheon**, a Utah Valley Chamber event. Speaker is Ann Washburn, body language expert. Location is 63 Center St., Provo. Cost is \$25 for chamber members, \$20 for nonmembers. Details are at [thechamber.org](http://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](http://westjordanchamber.com).

### Aug. 17, 6-8 p.m.

**"Business Essentials,"** a Small Business Development Center (SBDC) event. Presenter is Camille Pendleton. Location is SBDC, 815 W. 1250 S., Orem. Details are at [utahsbdc.org/trainings](http://utahsbdc.org/trainings).

### 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](http://ogdenweberchamber.com).

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

**Women in Business Luncheon**, a Sandy Area Chamber of Commerce event. Speakers are Tyson Thacker, CEO, and Ryan Thacker, president, of B.O.S.S. Retirement Solutions. Location is Hilton Garden Inn Salt Lake City/Sandy, 277 W. Sego Lily Drive, Sandy. Details are at [sandychamber.com](http://sandychamber.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](http://slchamber.com).

### Aug. 23, 11:30 a.m.-1 p.m.

**UTC Clinic**, a Utah Technology Council event. Location is BDO, 178 S. Rio Grande St., No. 200, Salt Lake City. Free. Details are at [utahtech.org](http://utahtech.org). Registration can be completed at Eventbrite.com.

### Aug. 23, 11:30 a.m.-1 p.m.

**ChamberWest Presents Luncheon**, a ChamberWest event. Speaker Lee Russo, West Valley City police chief, will discuss "Public Safety's Role in Economic Development — Creating Safe, Livable and Workable Neighborhoods." Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$20 with RSVP. Details are

available at (801) 977-8755 or [chamber@chamberwest.org](mailto:chamber@chamberwest.org).

### Aug. 23, 6-9 p.m.

**"At the Table: Women in the Boardroom,"** presented by the U.S. Hispanic Chamber of Commerce Foundation and Zions Bank. Program will be 6-7 p.m., followed by a reception. Event will focus on the under-representation of women and minorities in the corporate boardroom. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Free. Details are at [www.usbccfoundation.org/index.php/business-leaders/at-the-table-enterprise-accelerator/att-slc](http://www.usbccfoundation.org/index.php/business-leaders/at-the-table-enterprise-accelerator/att-slc).

### Aug. 23, 6-8 p.m.

**"Starting Your Business 101,"** a Small Business Development Center (SBDC) event. Presenter is Jim Herrin. Location is SBDC, Corporate Partnership Center, Room 114, 9690 S. 300 W., Sandy. Details are at [utahsbdc.org/trainings](http://utahsbdc.org/trainings).

### 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 follow-

see CALENDAR page 14

# JOIN US FOR GOLF

## THE INAUGURAL UNIVERSITY OF UTAH CAREER SERVICES GOLF TOURNAMENT

This event serves as the primary fundraiser for our Career Services Student Ambassador Program. Without these student leaders our mission of helping U of U students realize meaningful careers would not be possible.

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### Thursday, August 17, 2017

Shotgun Start at 9:00 a.m.

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**FAST TRACK***from page 1*

gram — better than any of the last [few] years,” Gillmor said. “This is really fun to see.”

Cache County had the most projects, with nine, while Juab and Carbon counties followed with six each. “It’s not surprising that the ones who are using the program most are the ones next to the Wasatch Front, which is the growth that we expect,” Gillmor said, adding that many other counties have gotten involved.

Of the 46 approvals, 12 were for companies in manufacturing, seven are in construction and four are in engineering. Eighteen industry categories received grants. “We’re very proud of where this money is going and building up these communities,” she said.

In the fiscal fourth quarter, 15 companies were approved for grants. They are in 10 counties and the grants are expected to result in 28 full-time-equivalent jobs. Five went to manufacturing companies, and companies from seven industries were approved for funding. Total grant funding was \$748,000 while the private investment totaled \$6.7 million.

“This is a nice ratio. For every dollar that the state spends, we’re getting \$8.96 in private funding,” Gillmor said.

In a written testimonial presented to the GOED board, Sandy Emile, president and chief

executive officer of the Cache Chamber of Commerce, said that 11 businesses in Cache Valley received grants in 2016, totaling more than \$500,000. “Without this support,” she said of the grants, “their expansions and the hiring of a projected 34 new jobs would not have been possible.”

The Rural Fast Track program is a post-performance grant available to small companies in rural Utah. It is designed to provide an efficient way for existing small companies to receive incentives for creating high-paying jobs in the rural areas of the state and to further promote business and economic development. Recipient businesses must have been in business at least two years and have at least two full-time employees. The top grant amount is \$50,000.

The RFT program is part of the state’s Industrial Assistance Fund (IAF) and can get up to 20 percent of unencumbered IAF funds. That means that if the IAF total shrinks, so does the RFT total.

“This is a concern that we have moving forward, especially now that everybody is finding out about this program,” Gillmor said. “We’d love to really push it and market it, so funding is an issue.”

At the GOED board’s July meeting, two RFTs — not counted in the 2016-17 figures — were endorsed. Dax Welding of Fountain Green was endorsed for a \$50,000 grant to enable it to ex-

pand its current manufacturing space and capability and add two new full-time jobs in a \$200,00 project. Kerksiek Wood Design of Beaver was endorsed for a \$50,000 grant for a \$115,000 project to help add equipment and capacity to meet increased product demand and add two jobs.

Meanwhile, another initiative to boost employment in rural Utah will be marketed locally during the next few weeks. In his State of the State address, Gov. Gary Herbert announced a plan to add 25,000 jobs in rural Utah over the next four years. A “launch tour” presented by Lt. Gov. Spencer Cox and World Trade Center Utah already has taken place in Box Elder, Cache, Rich and Summit counties to show businesses how they can participate in the initiative. Upcoming tour stops — with exact locations to be determined — will take place:

• Aug. 2: 11 a.m.-1 p.m., in Beaver County and 4-6 p.m. in Washington County.

• Aug. 9: 11 a.m.-1 p.m. in Emery County and 4-6 p.m. in Carbon County.

• Aug. 10: 11 a.m.-1 p.m. in Grand County and 4-6 p.m. in San Juan County.

• Aug. 22: 4-6 p.m. in Wasatch County.

• Aug. 23: noon-2 p.m. in Daggett County and 4-6 p.m. in Uintah County.

• Sept. 5: 11 a.m.-1 p.m. in Juab County and 4-6 p.m. in Mil-

lard County.

• Sept. 6: 4-6 p.m. in Tooele County.

• Sept. 25: 11 a.m.-1 p.m. in Kane County and 4-6 p.m. in Garfield County.

• Sept. 26: 11 a.m.-1 p.m. in Piute County and 4-6 p.m. in Wayne County.

Details are at [www.25kjobs.com](http://www.25kjobs.com).

**TECH***from page 8*

er neat feature of Office 365. It basically offers web-based versions of all of your favorite Microsoft products in a browser. This allows you to make quick edits on the go from any Internet-connected machine. You can even get a mobile version of Office so that you can access it on a phone or tablet.

With all of the good reasons to move to Office 365, there are a few factors that business owners should consider. Timing of the move can be important. If your business has just invested significantly in an on-premise exchange solution, it may make more sense to wait for that product to be end-of-life before making the jump. Some businesses are also strictly regulated about the data that they are allowed to store offsite. This is an important consideration when evaluating a move to Office 365.

Other things to consider include the Internet connec-

tion available at your office and whether that payment model is a fit for your business. Not all office locations may have access to a high-speed Internet connection and the use of Office 365 will definitely increase the load on your existing bandwidth. Some businesses also operate much better with a capital expense than with ongoing monthly payments.

All of these factors should be considered before making a jump to Office 365. There are considerable benefits that businesses can gain from making the switch, but it’s important to consider all factors to ensure that it’s the right move for your business.

**CPI***from page 1*

slight decreases in propane prices.

Prices for medical care fell 0.1 percent as dental cleaning and general pharmaceutical prices decreased from May.

“Statewide gas prices have decreased in the past month” said Randy Shumway, chairman and partner at Cicero Group, a market research firm based in Salt Lake City that does analysis and data collection for the Zions Bank CPI. “As consumers save more money at the pump, they will look to inject that savings elsewhere, further strengthening other sectors of the Utah economy.”

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## Opinion

# U.S. needs to set an example as a leader in promoting 'open skies' policy

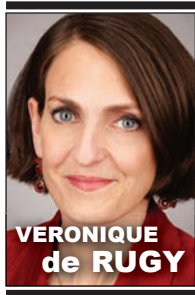
Consumers have benefited for decades from the presence of “open skies” agreements that lessen government interference in the market for international air travel. Now, a coalition of the big three U.S. airlines — Delta Airlines, American Airlines and United Airlines — along with labor unions, are hoping to ride the wave of economic nationalism and roll back these bilateral agreements, opening markets to foreign competition under the guise of “fairness.”

Deregulation of the U.S. airline industry has led to lower prices and greater choice in routes and service. The open skies agreements provided a means to achieve similar results in the international market by encouraging other governments to do the same. These agreements mean that U.S. airlines can fly at will to treaty countries, and vice versa. They have also made it very profitable for domestic airlines to partner with Emirates Airline flying to the United States.

That's proven good for consumers, who have more choices for international travel than ever before, and at better prices, but it isn't appreciated by certain legacy car-

riers facing increased competition.

Like many who seek special dispensation from the government, legacy carriers couch their appeals as one for “fair competition.” This is a common euphemism for government interference and should be rejected as such.



VERONIQUE de RUGY

They want the open skies agreements between the United States and Persian Gulf governments thrown out and to deny Etihad Airways and Qatar Airways access to American cities because they're subsidized by their governments. But so are other U.S. airline partners, many of whom happened to also be government-owned. Such subsidies are unfortunate,

but they're hardly a reason to rip up the very system that's pressuring governments around the world to reduce protectionist behaviors.

U.S. airlines have also received, and continue to receive, their unfair share of government handouts, which is all the more reason to question their stated interest in fairness. As my colleague Gary Leff recently noted on his popular “View From the Wing” blog, “This isn't my *preferred* way of fostering commerce, but the history is

clear that airlines have been intertwined with governments since their inception.” He goes on to give the gory details of an industry with close to a century-long history of government subsidies, protection from competition, pension liability rescues and bailouts.

There is also your everyday government-granted handout: the Fly America Act, which requires federal travelers to use U.S. carriers for federally funded travel without consideration for cost or convenience, or the Essential Air Service program and its generous subsidies for airlines serving rural communities. In addition, as Leff notes, “In the U.S. nearly all commercial airports are owned by government, and they generally share revenue with airlines for all the business activity that takes place inside.” The bottom line, Leff says, is that “it's impossible to disentangle the airline industry from U.S. government.”

Let's not forget the biggest losers when a government subsidizes particular industries: taxpayers. If anyone should be upset about subsidies from Persian Gulf governments, it should be their citizens, who are poorer for having to help pay for Americans traveling more cheaply. But, as mentioned above, they're hardly alone in that behavior.

Open skies agreements succeeded in reducing subsidies and other forms of government interference, but it's true that there's much more to do on that front. Subsidies are still all too common throughout the world, reflecting just how connected with governments the air travel industry has always been.

Still, open skies agreements have proven a commendable step in the right direction, encouraging governments throughout the world to reduce interference in the market and remove barriers to international travel. They have also benefited numerous other American carriers that are able to access routes throughout the world and compete against foreign airlines.

The proliferation of open skies agreements created a boom in international air travel. To prevent a regression by governments to old protectionist behaviors, the United States should continue to set an example as a leader in promoting free market competition. That means rejecting appeals for protectionism, even when couched as a matter of fairness.

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

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# Trump's rosy attitude toward Putin & Russia warrants further explanation

The latest revelations about Russia and Donald Trump's campaign are useful because they might help unravel the mystery that has always been at the center of this story. Why has Trump had such a rosy attitude toward Russia and Vladimir Putin?

It is such an unusual position for Trump that it begs for some kind of explanation.

Unlike on domestic policy, where he has wandered all over the political map, on foreign policy, Trump has held clear and consistent views for three decades. In 1987, in his first major statement on public policy, he took out an ad in several newspapers that began, “For decades, Japan and other nations have been taking advantage of the United States.” In the ad, he also excoriated Saudi Arabia, “a country whose very existence is in the hands of the United States,” and other “allies who won't help.”

This is Trump's worldview and he has never wavered from it. He has added countries to the roster of rogues, most recently China and Mexico. On the former, he wrote in his presidential campaign book, “There are people who wish I wouldn't refer to China as our enemy. But that's exactly what they are.” During the campaign, he said: “We can't continue to allow China to rape our country.” A few months before announcing his candidacy, he tweeted, “I want nothing to do with Mexico other than to build an impenetrable WALL and stop them from ripping off U.S.”

Trump is what historian Walter Russell Mead calls a “Jacksonian” on foreign policy (after Andrew Jackson), someone

deeply skeptical and instinctively hostile toward other nations and their leaders, who believes in a fortress America that minds its own business and, if disturbed, would “bomb the s---” out of its adversaries and then retreat back to its homeland.



FAREED ZAKARIA

This was Trump's basic attitude toward the world, except for Russia and Vladimir Putin. Ten years ago, when Russian money was pouring into the West, Trump began praising the country and its leader: “Look at Putin ... he's doing a great job in rebuilding the image of Russia and also rebuilding Russia period.”

In 2013, Putin wrote an op-ed in *The New York Times* to dissuade the Obama administration from responding to the Syrian government's use of chemical weapons. In it, he argued that the poison gas was actually used by the Syrian opposition to trick Washington into attacking the regime. Trump's reaction was lyrical. “I thought it was an amazingly well-written ... letter. ... I think he wants to become the world's leader, and right now he's doing that.”

Trump so admired Putin that he imagined that the two of them had met, making some variation of that false claim at least five times in public, and downplaying any criticisms of him. “In all fairness to Putin, you're saying he killed people. I haven't seen that,” he said in 2015. “Have you been able to prove that?”

When confronted on this again earlier this year, he dismissed it, saying, “We've got a lot of killers. What, you think our country's so innocent?” Trump could not

have been making these excuses for any political advantage. The Republican Party was instinctively hostile toward Russia, though in a sign of our shifting alignments, Republicans today have a more favorable view of Putin than Democrats by 20 points.

“There's nothing I can think of that I'd rather do than have Russia friendly,” Trump declared at a July 2016 news conference. His campaign seemed to follow this idea. He appointed as a top foreign policy adviser Michael Flynn, a man who had pronounced pro-Russian lean-

ings and, we now know, had been paid by the Russian government. Paul Manafort, who was for a while the head of Trump's campaign, received millions of dollars from Ukraine's pro-Russia party. During the Republican convention, there was a very unusual watering down of hawkish language on Russia's invasion of Ukraine. And once elected, Trump chose as his secretary of state Rex Tillerson, a man who had been awarded one of Russia's highest honors for foreigners and had a

see ZAKARIA next page





## Opinion

# It's time for a 'slash-and-burn' strategy to solve healthcare dilemma

What a bunch of wimps our Republican senators are. Senate Majority Leader Mitch McConnell announced last week that he doesn't have the votes necessary to pass the latest version of healthcare reform. Couple this with a report that was just released by The Commonwealth Fund, a U.S. think tank, that ranks America as the 11th-best healthcare system out of the wealthiest countries in the world, behind the likes of the U.K., Germany, Australia and France.

Not only does America have a subpar healthcare system, it also costs the middle-class too d---much. My personal belief is the reason why Trump was the elected was because there's a lot of people in the U.S. that don't think they're being treated fairly. The middle class is struggling to make ends meet while watching the rich and the poor get more silver and gold in their pockets.

The Democrats have mounted a superior campaign to defeat ObamaCare reform. They are using a tactic that picks apart specific reforms that the Republicans present. For instance, Chuck Schumer, the Democratic Senate minority leader, recently said the cuts to Medicaid would "carry staggering human cost." Senator Schumer, that is a misrepresentation of the facts.

The amount of money to be spent on Medicaid over the next 10 years is not going

to be reduced in the latest Republican proposal, but in fact, will be increased by \$4.7 trillion dollars.

The Democrats want to increase spending by \$5.3 trillion dollars. If my calculator is right, that means spending on Medicaid will be reduced by 9 percent. Any person or business owner with a little smarts can cut their expenses by 9 percent with ease.



ROBERT PEMBROKE

The *Harvard Business Review* May 2010 article "When You've Got to Cut Costs — Now" details multiple ways to reduce expenses by 10 percent, 20 percent or even 30 percent. For example, if you want to reduce your costs by 10 percent, you do the following six things:

1. Consolidate incidentals.
2. Take overdue personnel actions.
3. Reduce spending on departmental management.
4. Gain control of miscellaneous spending.
5. Hold down pay increases.
6. Re-propose rejected cost-saving ideas.

Each recommendation comes with specific ways to accomplish your goal.

Here are my thoughts on how our elected officials could not only give us a better healthcare system, they could also reduce its costs substantially:

- Eliminate the middleman — insurance companies — from the equation.

- Let the healthcare providers assume that risk.

- Let the healthcare providers buy pharmaceuticals in bulk so they can use their economic clout to drive prices down.

- Finally, insure that healthcare providers can compete across state lines by eliminating state insurance commissions.

Republicans and Democrats must work together to advance healthcare and the best way to do that is to tackle specific parts of our healthcare item by item. The advantage of this is that the populace can be educated in depth about the specific reform. As mentioned, Medicaid is spiraling out of control and it's imperative that we slow down its growth.

First and foremost, let's make sure that

## ZAKARIA

from previous page

"very close relationship" with Putin.

Finally, there are the repeated contacts between members of Trump's campaign and family with key Russian officials and nationals, which again appears to be unique to Russia.

It is possible that there are benign explanations for all this. Perhaps Trump just admires Putin as a leader. Perhaps he has bought into his senior advisor Steve

only the people get the benefit of Medicaid are those who really need it. Next, let a group of small-business owners write the legislation. Not only do they employ the most workers in the U.S., they are far and away the best cost reduction individuals in the nation.

"We did not send our elected officials to Washington to fight against each other at every turn. We sent them there to find common ground where possible and reach a compromise when necessary," according to *The Hill* in its blog titled "Democrats, Republicans Must Work Together to Advance Healthcare," published on March 31.

Robert Pembroke is the chairman of Pembroke's Inc. and characterizes himself as being "on permanent sabbatical."

Bannon's worldview in which Russia is not an ideological foe but a cultural friend, a white Christian country battling swarthy Muslims. But perhaps there is some other explanation for this decade-long fawning over Russia and its leader. This is the puzzle now at the heart of the Trump presidency that Robert Mueller will undoubtedly solve.

Fareed Zakaria's email address is [comments@fareedzakaria.com](mailto:comments@fareedzakaria.com).

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## CALENDAR

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ing 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>.

### Aug. 24, 7:30 a.m.-2 p.m.

**Utah Solutions Summit**, presented by U.S. Sen. Mike Lee, R-Utah, and the Salt Lake Chamber. Location is the Eccles Theater, 131 S. Main St., Salt Lake City. Cost is \$40. Sponsorships are available. Details are at [www.utahsolutionssummit.com](http://www.utahsolutionssummit.com).

### Aug. 24, 8-9:30 a.m.

**HR Forum**, a Utah Technology Council (UTC) event for UTC human resources executives only. Location is Comcast Main Office, 9602 S. 300 W., Sandy. Free. Details are at [utahtech.org](http://utahtech.org).

### Aug. 24, 11:30 a.m.-1 p.m.

**Lunch & Learn**, a Murray

Area Chamber of Commerce event. Speaker Jarem will discuss the ins and outs of Google reviews. Location is Prohibition, Fashion Place Mall, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

### Aug. 24, 5-7 p.m.

**Business After Hours**, a Salt Lake Chamber event. Location is The Depot, 13 N. 400 W., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members after Aug. 17, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### Aug. 24, 5:30-7 p.m.

**Business Boot Camp**, presented by the Cottonwoods Heights Business Association. Speaker Amy Weiland, director of training and educational development for PositiveIQ, will discuss "Planning for Positivity: Everyday Strategies for Navigating Negativity." Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. RSVPs can be sent to [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov).

### Aug. 25-26

**First-Ever Utah Drone Summit and National Drone Races**, featuring new products, advances in security and safety, technical breakthroughs in design and navigation, and recruitment opportunities for drone pilots and engineers. Location is Salt Palace Convention Center, 100 S. West Temple. Summit will include a MultiGP Drone Racing League event featuring up to 100 of the nation's best drone pilots. Ogden-Hinckley Airport also will host live commercial and military drone demonstrations. Details are at <http://register.worldtekevents.com/events/utah-drone>.

### Aug. 25, 7 a.m.

**Executive Golf Tournament 2017**, a Sandy Area Chamber of Commerce event with a shotgun start at 8:15 a.m., with lunch and awards at 1:30 p.m. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Cost is \$300 for a foursome. Sponsorships are available. Details are at [sandychamber.com](http://sandychamber.com).

### Aug. 28, 7:30-9 a.m.

**CTO Forum**, a Utah

Technology Council (UTC) event for UTC tech and product executives only. Location is Mountainland Applied Technology College, Lehi Campus at Thanksgiving Point, 2301 Ashton Blvd., Lehi. Free. Details are at [utahtech.org](http://utahtech.org).

### Aug. 30-31, 8 a.m.-2 p.m.

**Utah Outdoor Recreation Summit**, a gathering of outdoor industry leaders, county and city officials, user groups and public land managers to focus on Utah's outdoor recreation. Location is Snowbird Ski and Summer Resort, 9385 Snowbird Center Trail, Sandy. Another regional summit takes place Oct. 3-4 at Ruby's Inn, 26 S. Main St., Bryce Canyon. Early-bird registration is \$100 for two summits, \$60 for each summit. Registration can be completed at [utahoutdoorsummit.com](http://utahoutdoorsummit.com).

### Aug. 30, 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](http://chamberwest.org).

### Aug. 31, 7 a.m.-1 p.m.

**Utah Women Charity Golf Classic**, presented by the Women's Leadership Institute and the First Tee of Utah. Activities include a meet-and-greet breakfast and a tea time luncheon and awards presentation. Location is Thanksgiving Point Golf Course, Lehi. Cost is \$75, \$40 for tea time luncheon only, \$300 per foursome. Sponsorships are available. Details are at [www.thefirstteeutah.org/womencharitygolf](http://www.thefirstteeutah.org/womencharitygolf).

### Sept. 1, 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](http://thechamber.org).

### Sept. 5, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon**, a Davis Chamber of Commerce event.

see CALENDAR next page

## MEIER'S CATERING MENU

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## CALENDAR

from previous page

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

### Sept. 6-9

**TerraLex 2017 Global Meeting**, a gathering of about 200 attorneys from firms across Africa, Central and South America, Europe and the U.S. hosted by Parsons Behle & Latimer. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Registration can be completed at Cvent.com.

### Sept. 6, 8:30-10 a.m.

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

### 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 Touns, 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 Hirotohi 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.

### Sept. 7, noon-1:30 p.m.

**Annual Meeting 2017/Awards Ceremony**, a Salt Lake Chamber event. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$65. Sponsorships are available. Details are at slchamber.com.

### Sept. 8, 7:45-9 a.m.

**Women In Business Networking**, an Ogden Weber Chamber of Commerce Women in Business event. Heidi Flitton of Encore Benefits/Fringe Benefit Analysts will discuss “Following Your Inner Compass.” Location is Ogden-Weber Chamber of Commerce, 2380 Washington Blvd., Suite 290, Ogden. Free for members. Details are at ogdenweberchamber.com.

### Sept. 14, 11:30 a.m.-1 p.m.

**WIB Luncheon**, a Davis Chamber of Commerce event. Speaker is Col. Jennifer Hammerstedt, commander of the 75th Air Base Wing, Hill Air Force Base. Location is DATC Campus, Northfront Resource Building, Chamber Conference Rooms, 450

S. Simmons Way, Kaysville. Cost is \$15 for members, \$20 for walk-ins. Details are at davischamberofcommerce.com.

### Sept. 14, 11:30 a.m.-1 p.m.

**CEO Forum**, a Utah Technology Council (UTC) event for UTC CEOs and presidents only. Location is Overstock Peace Coliseum, 799 Coliseum Way, Midvale. Free. Details are at utahtech.org.

### Sept. 19, 11:30 a.m.-1 p.m.

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

### Sept. 19, 11:30 a.m.-1 p.m.

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

### Sept. 20, 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.

### Sept. 21, 7:30-9 a.m.

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

### Sept. 26, 8 a.m.-2 p.m.

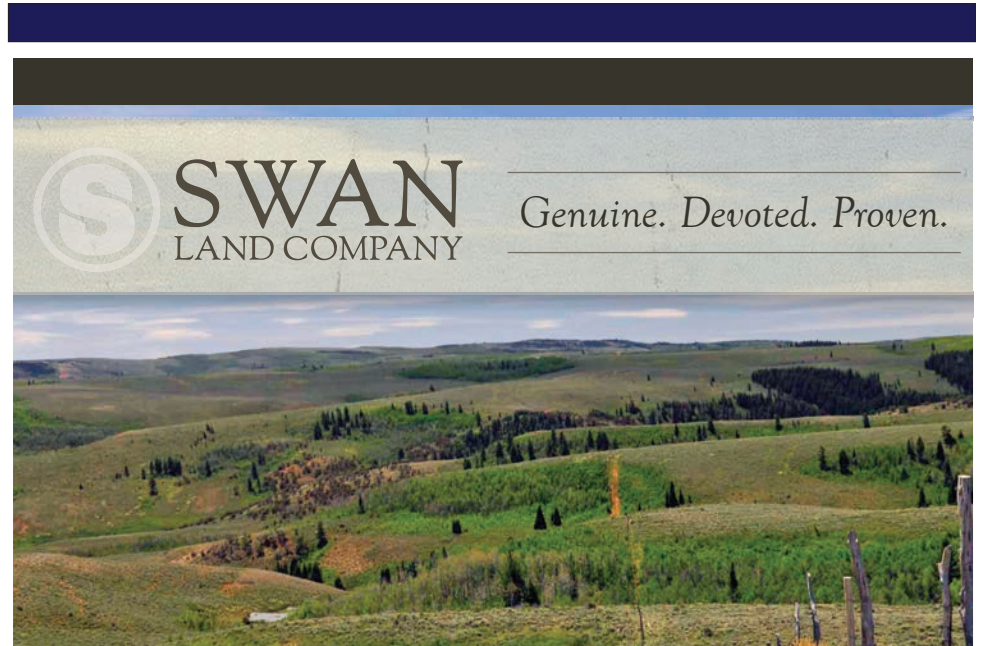
**Women Empowered Conference**. Location is Weber State University-Davis 2750 University Park Blvd., Layton. Cost is \$65. Details are at ogdenweberchamber.com.

### Sept. 26, noon-1:30 p.m.

**“Lunch and Learn Series: Participative Management.”** The Lunch and Learn Series is a collaboration between the Women’s Business Center and the Professional Education Department at the University of Utah. Presenter is Scott Stephenson, an adjunct faculty member at the University of Utah. Location to be determined. Cost is \$40. Details are at slchamber.com.

### Oct. 3-4, 8 a.m.-2 p.m.

**Utah Outdoor Recreation Summit**, a gathering of outdoor industry leaders, county and city officials, user groups and public land managers to focus on Utah’s outdoor recreation. Location is Ruby’s Inn, 26 S. Main St., Bryce Canyon. Another regional summit takes place Aug. 30-31 at Snowbird Ski and Summer Resort, 9385 Snowbird Center Trail, Sandy. Early-bird registration is \$100 for two summits, \$60 for each summit. Registration can be completed at utahoutdoorsummit.com.



#### BIRCH CREEK HUNTING RESERVE | WOODRUFF, UT | PRICE REDUCED

##### Premier Utah Hunting Land

This premier hunting ground consists of 8,595± deeded acres plus an additional 640 acres of private-leased land. The Property is part of a 26,000-acre Cooperative Wildlife Management Unit (CWMU), a program established by the Utah Wildlife Board and the Division of Wildlife Resources to benefit private land owners and hunters. With outstanding elk and mule deer habitat, the Ranch is allotted seven bull-elk and three mule-deer tags.

Reduced to \$5,650,000



#### TWO CREEK RANCH | MINK CREEK, ID | PRICE REDUCED

##### Family Legacy Ranch

Two hours north of Salt Lake City, this 230-acre luxury ranch offers a magnificent owner’s home overlooking a spring-fed trout pond. Mink Creek, which flows through the Ranch for about a half mile, has had substantial stream restoration enhancing the trout habitat. Historically utilized to raise registered Angus, the Ranch runs about 50 head. The Ranch is well watered with 110 irrigated acres including two new center pivots.

Reduced to \$3,995,000



#### KENTUCKY WEST | ST. CHARLES, ID

##### Ideal as Development or Private Estate

This prime planned unit development with preliminary approval consists of 402± acres of which 222± acres are platted for development. Abundant fresh water is available from natural springs and one of the largest artesian wells in the area. Incomparable building sites provide views of the Wasatch Range and Bear Lake. Miles of trails in the nearby Cache National Forest, offer year-round recreational opportunities.

Offered at \$2,900,000

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