

Focus



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A forklift stacks cargo containers at a shipping yard. Utah could see more movement of such containers if it is able to develop an inland port. A governor-appointed committee has contracted with a Massachusetts-based company to conduct an analysis of potential sites for such a port in Utah.

Committee hires firm to look for site for Utah's inland port

A group studying the idea of Utah being home to an inland port has contracted with a Massachusetts-based company to look for potential locations.

The Utah Inland Port Committee has contracted with Cambridge Systems (CS) to start an in-depth analysis of sites for the port. CS will select potential port sites, assessing financial and technical viability of each location; provide comparisons to other U.S. inland ports; and identify best practices. The initial findings and recommendations will be presented to the committee Oct. 1.

"We are confident Utah is an exceptional candidate for an inland port, and next steps include answering where and how we will execute," said Val Hale, executive di-

rector of GOED. "Our strategy requires sophisticated data so that we can make the best decision to benefit the state of Utah. The committee looks forward to our partnership with Cambridge Systematics."

Government officials at various levels have been discussing the idea of a port for more than a year in hopes that a port could boost employment and Utah exports and incentivize international companies to place operations in Utah. Gov. Gary Herbert appointed the World Trade Center Utah (WTC Utah) and the Governor's Office of Economic Development (GOED) as committee leaders after a report last year from

see PORT pg. 15

Utah jobless rate sneaks back up 0.1%

While the nation's unemployment rate eased down one-tenth of a percentage point in July, Utah's went the other way by the same amount. July's seasonally adjusted jobless rate rose to 3.5 percent. According to the Utah Department of Workforce Services (DWS), that means 54,500 Utahns were out of a job and actively seeking employment.

The national unemployment rate dipped to 4.3 percent.

Utah's nonfarm payroll employment for July grew by an estimated 2.9 percent over the previous year, adding 41,300 jobs to the economy since July 2016. The department estimates that 1,460,200 people hold jobs in the state.

"With more than 40,000 new jobs added since last year, Utah's economy continues to exhibit healthy expansion," said Carrie Mayne, chief economist at DWS. "The unemployment rate showed a slight increase again in July, but remains near full employment."

Eight of the 10 private sector industry groups measured in the establishment survey posted net job increases in July as compared to last year, but the natural resources and mining industry sector lost 500 positions and the information industry dropped 1,800 positions.

The largest private sector employment increases were in professional and business services (10,700 jobs); construction (6,900 jobs); and trade, transportation, and utilities (6,800 jobs). The fastest employment growth occurred in construction (7.3 percent), professional and business services (5.2 percent), and other services (4.4 percent).

Panel: Look to rural Utah for tech employees

Brice Wallace
The Enterprise

Clint Betts, the executive director and editor-in-chief of Silicon Slopes, acknowledges that while that organization's name has traditionally been identified with the area from Provo to Ogden, "if you ask me, I think it should be all of Utah."

With that thinking in mind, panelists at a recent Silicon Slopes gathering suggested that growing technology companies look to rural Utah to solve their workforce needs. A pair of panelists from Carbon County said that while some skills development is nec-

essary, that county offers solutions that are not available along the Wasatch Front.

Carbon County commissioner Jake Mellor said people there have always been willing to awaken early to spend long hours doing hard work, "and not everybody everywhere is able to do that."

"What I'm getting at is, I'm not saying that in other locations you've got a bad work ethic. It's just that the level of responsibility, the timeliness and the willingness to go the extra mile at work without the expectations of overtime or without the expectations of all the other perks and benefits other people have for putting in the extra effort, we have that in rural Utah. It's a ready, willing, hon-

est workforce," he said.

"The workforce is there. Now, the next step is connecting them to the opportunity."

Tami Ursenbach, Carbon County economic development director, said Carbon County has had "no vision beyond energy" but needs to diversify its economy. "These people have strong work ethics," she said of county residents. "They are so hungry for a good, strong job that they put in extra hours without pay. ... But we've got to look outside the box."

Noting that "you can only have so

see SLOPES pg. 15





MasterControl Inc., a software developer for the life sciences industry, has moved 300 employees into the company's new corporate headquarters in the Old Mill Corporate Center in Cottonwood Heights.

MasterControl moves into new headquarters

MasterControl Inc., a Utah-based provider of enterprise software solutions for the life science industry, has moved into its new corporate headquarters in Cottonwood Heights. The completely renovated six-floor, 154,000-square-foot office building is located in the Old Mill Corporate Center.

Although 300 MasterControl employees will work in the new building initially, company officials said the new offices were chosen with longevity in mind. MasterControl foresees future growth that will double its workforce in Utah to more than 600 in the coming years.

"We are proud to be a Utah-based company and when choos-

ing a new office space to accommodate our growth, we wanted a location that offers the best of Utah," said Jon Beckstrand, CEO of MasterControl. "The Old Mill Corporate Center is a premier business facility close to downtown Salt Lake, but just minutes away from some of the finest ski resorts and outdoor recreation activities in the nation. This location and building will provide an environment that is conducive to innovation, but has the nearby amenities to also enable a happy work-life balance, which is an important part of our company culture."

A corporate release said the building features a mid-century

modern design with open floor plans for easy cross-department collaboration. Each of the six floors features expansive breakrooms that are fully stocked with complimentary food and meeting rooms that are designed to encourage teamwork.

"We remodeled and redesigned the building to provide our employees with the best possible facility for the collaborative and innovative culture that has fueled MasterControl for the past 24 years," Beckstrand said.

The building has received LEED Gold certification from the U.S. Green Building Council, and has covered parking with immediate access to I-215.

KBS buys Varsity Services

Technology-enabled property services provider Kellermyer Bergensons Services LLC (KBS) of Oceanside, California, has acquired Salt Lake City-based Varsity Facility Services. Varsity is also a facility services company. Varsity will join KBS as an operating division and will continue to utilize the Varsity brand.

Mark Minasian, CEO of KBS, said, "Varsity is an iconic service brand in North America and we are very pleased to warmly welcome Eric Luke and his team into the KBS platform. We want to thank and pay respect to Varsity founder Don Aslett and chairman Arlo Luke, who are pioneers in our industry and whose vision and character were fundamental in shaping Varsity's unique service culture."

The combined company now delivers service to more than 41,000 locations in North America, KBS said in a release. "We intend to leverage our enhanced scale, end market exposure and proprietary technology platform to further accelerate value creation, while delivering best-in-class outcomes for our customers, people and sponsors," Minasian said.

Varsity primarily serves the institutional, education, health-care, distribution, corporate campus and government markets and will continue KBS's strategy to serve multi-site customers across end markets, the company said.

"KBS and Varsity have long histories in the facilities services industry and we've both enjoyed long-tenured relationships with our customers," said Eric Luke, CEO and president of Varsity. "We at Varsity are enthusiastic about becoming part of KBS and leveraging its proprietary labor management and service delivery technology to drive additional efficiency and be even more responsive to customers."

Varsity was established in 1957 and has operations throughout the U.S. Its core services are contract cleaning, building maintenance and construction management.

Deer Valley Resort sold

Deer Valley Resort near Park City has been acquired by a company recently formed to buy ski properties that now has 13 ski areas in its new portfolio. The purchase continues a trend in recent years of consolidation in the ski industry.

The resort announced last week in a news release that it is being sold to an ownership group that owns Mammoth and Squaw Valley in California and Steamboat and Winter Park in Colorado. The yet-to-be named company

is run by affiliates of KSL Capital Partners (no relationship to the Utah media company) and Henry Crown and Co.

Financial details of the deal were not disclosed. It is expected to close before ski season. Deer Valley had been owned by the Stern family.

The new company now is in direct competition with Vail Resorts, which acquired Canada's Whistler Blackcomb last year and owns 14 total ski areas, including Park City Mountain Resort.



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Utah tourism's development arm hands out \$3.4 million in promotion funds

Several dozen organizations will receive a total of \$3.4 million from the Utah Board of Tourism Development to promote their areas to out-of-state travelers.

The board made the allocation approvals for cooperative marketing matching funds after receiving 68 applications from eligible nonprofits in 21 of Utah's 29 counties. Requests totaled more than \$4.4 million. Applicants generally received 70 percent to 85 percent of their requests.

Funds are fully distributed only after return-on-investment reports are submitted.

"The cooperative marketing program is a successful tool for growing Utah's tourism economy," said Vicki Varela, managing director of the Utah Office of Tourism and Film, part of the Governor's Office of Economic Development. "These are locally led initiatives matched by state dollars to fund diverse marketing initiatives."

The co-op marketing pairs with the Office of Tourism marketing and branding campaigns to build a robust tourism economy. Last year, visitors spent \$8.17 billion in Utah, generating \$1.15 billion in state and local tax revenues.

Organizations with the largest grants are Ski Utah, \$233,200; Visit Salt Lake, \$227,700; Sundance Institute, \$226,600; Park City Chamber/Bureau, \$223,300; and Moab Area Travel Council, \$210,100.

The funds are provided through the state's Tourism Marketing Performance Fund, which can be increased by up to \$3 million per year if certain performance measures are met. Performance measures have been met every year for the past five years, and the Legislature has funded increases in

four of the last five years, bringing the total fund to \$21 million.

The office has been trying to lure visitors off the beaten path. As a result, 76 percent of co-op grants went to communities without a national park. The board also allocated about \$850,000 in "cafeteria" co-ops, which will assist local communities build tourism websites, generate photos of their areas, execute social media and other initiatives. Twenty-seven of Utah's 29 counties received either a traditional or cafeteria co-op grant.

Recipients in the most recent funding round are:

- Beaver County Travel Council, \$52,220.
- Cache Valley Visitors Bureau, \$39,912.
- Capitol Reef/Wayne County, \$15,280.
- Cedar City-Brian Head Tourism's Shakespeare Adventure, \$43,230; and Winter Marketing, \$137,625.
- Davis County, \$22,200.
- Discovery Gateway, \$1,650.
- Emery County Travel Bureau's Digital Campaign, \$7,400; Website Phase II, \$22,320; and Branding & Marketing, \$58,400.
- Escalante Canyons Art Festival, \$9,546.
- Foothill Cultural District, \$4,350.
- Four Corners School of Outdoor Education, \$48,246.
- Garfield County Office of Tourism, \$175,500.
- Great Basin Heritage Area, \$7,313.
- Heber Valley Historic Railroad, \$3,330.
- Heber Valley Office of Tourism's Corporate Marketing, \$11,625; Marketing, \$39,853; and Ski Sales & Marketing, \$4,078.

• Kane County Office of Tourism's Balloons & Tunes Roundup, \$7,750; Digital Campaign, \$143,220; and Love Media Placement, \$18,600.

• Kimball Art Center, \$22,080.

• Loveland Living Planet Aquarium, \$29,344.

• Moab Area Travel Council, \$210,100.

• Moab Folk Festival, \$7,900.

• Moab Music Festival, \$7,450.

• National Ability Center, \$54,758.

• Ogden Friends of Acoustic Music, \$3,500.

• Park City Chamber/Bureau, \$223,300.

• Piute County 2nd Jump Start Application, \$21,000.

• Sandy Area Chamber of Commerce, \$19,273.

• Ski Utah, \$233,200.

• Sportsmen for Fish & Wildlife, \$70,600.

• St. George Convention & Tourism Office's AU Adventure, \$25,020; German Theater, \$24,660; German Winter, \$25,440; International, \$18,151; Southern Utah Winter, \$38,340; and Springdale/Sky, \$73,200.

• Sundance Institute, \$226,600.

• The Neil Simon Festival, \$17,850.

• Tooele County's Branding Campaign, \$53,400; Country Fan Fest, \$110,100; and Ford Performance, \$35,600.

• Town of Garden City, \$3,575.

• Tuacahn Center for Performing Arts, \$188,294.

• Uintah County Travel & Tourism's Origin of Adventure, \$104,746; and Flaming Gorge, \$11,670.

• Utah Festival Opera, \$36,660.

• Utah Shakespeare Festival, \$77,440.

• Utah Symphony and Opera, \$15,120.

• Utah Valley CVB's Festivals, \$20,776; Meetings, \$67,354; Sports, \$22,945; and Sundance, \$8,648.

• Utah's Patchwork Parkway, \$1,892.

• Visit Ogden's Meet-

ings, \$47,332; Spartan, \$47,450; Summer, \$28,981; and Winter, \$46,672.

• Visit Salt Lake, \$227,700.

• Wasatch Western Heritage, \$2,751.

• Weber Cultural Legacy Foundation (dba GOAL), \$11,310.

• Western Legends Roundup, \$4,290.

• Zion Natural Park Forever Project, \$14,368.

Utah gets another top economic outlook ranking from 'Rich States'

Utah has kept alive its streak of having the nation's top economic outlook in an annual competitiveness study.

The ALEC (American Legislative Exchange Council)-Laffer State Economic Competitive Index, also known as the "Rich States, Poor States" report, gave Utah the highest economic outlook ranking among states. It's a position Utah has held every year since at least 2008.

The outlook is based on the state's equal-weighted average in 15 state policy variables, each of which is influenced directly by state lawmakers through the legislative process, the report says. "Generally speaking, states that spend less — especially on income transfer programs, and states that tax less, particularly on productive activities such as working or investing — experience higher growth rates than states that tax and spend more."

Utah was ranked No. 4 among states for economic performance,

which is based on the state's performance (equal-weighted average) in three performance variables that are highly influenced by state policy. Utah was third-ranked in state gross domestic product and in non-farm payroll employment, and No. 14 in absolute domestic migration. The rankings are based on figures from 2005-15, except for absolute domestic migration, which is 2006-2015.

Utah trailed only Texas, North Dakota and Washington for economic performance.

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Business Roundtable: NAFTA good for Utah and should be expanded

Brice Wallace
The Enterprise

An oft-criticized trade agreement actually has benefited Utah and should be expanded rather than weakened, according to a national business organization.

Business Roundtable says the North American Free Trade Agreement (NAFTA) led to Utah exporting \$3.1 billion of goods and services in 2015 to Canada and Mexico, and trade with those two nations supported 121,300 jobs in the Beehive State.

NAFTA has delivered growth for the Utah economy and jobs across the state, according to a 50-state economic analysis produced by Business Roundtable.

"The numbers make it clear that Utah workers and business have benefited from NAFTA," said Tom Linebarger, chairman and chief executive officer of Cummins Inc. and chairman the

Business Roundtable International Engagement Committee. "Successful negotiations should expand on, and not diminish, the many benefits NAFTA already provides."

The roundtable sent a letter in May to President Trump, outlining its priorities for the NAFTA negotiations to benefit the U.S. economy and American businesses, workers and consumers. However, speaking in Phoenix last week, Trump described NAFTA as "one of the worst deals that anybody in history has ever entered into" and said the U.S. has begun formal renegotiation with Mexico and Canada on the agreement. He pledged to renegotiate NAFTA or terminate it.

"Personally, I don't think we can make a deal," Trump said, adding that both Canada and Mexico had fared well under NAFTA. "I think we'll end up probably terminating NAFTA at some point.

Probably."

The report indicates that Utah's goods exports to Canada and Mexico have increased by 104 percent since 2006, reaching \$2.4 billion in 2015, and that its services exports to those nations have grown by 55 percent since then, reaching \$757 million. In 2015, manufacturers and farmers used 86 percent of imports from Canada and Mexico as inputs to produce goods that are more competitive in U.S. and foreign markets, the report states.

"Utah has a real economic stake in negotiations to modernize NAFTA," the report states. "For more than two decades, NAFTA has supported jobs and the economy in Utah."

The report indicates that 96 percent of Utah's iron, steel and ferroalloys exports, totaling \$46 million, were sent to Mexico and Canada in 2015. Canada received the vast majority. Eighty-four percent of Utah coal exports, totaling

\$143 million, went to those two nations that year, with Mexico being the primary recipient. Mexico also led the way importing Utah motor vehicle parts, accounting for 76 percent of those exports, which totaled \$288 million.

The report shows that international trade and investment supports jobs and economic growth in every state, now supporting a total of 41 million U.S. jobs. It also said that U.S. trade-related employment grew three-and-a-half times faster than total U.S. employment between 2004 and 2014. Globally engaged U.S. companies had 23.3

million U.S. workers in 2013, the most recent year for which data are available. They paid average annual compensation of \$78,000, which is 40 percent higher than the average \$56,000 annual compensation paid to workers employed by other U.S. businesses.

Business Roundtable CEO members lead companies with nearly 15 million employees and more than \$6 trillion in annual revenues. The combined market capitalization of Business Roundtable member companies is the equivalent of nearly one-fourth of total U.S. stock market capitalization.

PillPack opens Utah operations

PillPack, a national mail-order pharmacy, has expanded its footprint in Utah with the opening of a 13,000-square-foot sales and support office in Salt Lake City and an office in Park City, which is the company's national headquarters for sales, growth and acquisition and business development. The Salt Lake City center will eventually employ over 100 people in full-time, part-time and flex-time sales and customer support roles.

"Utah was a natural choice for PillPack to expand operations," said TJ Parker, CEO and co-founder. "Our business is based on promoting better health with personal support that makes it easy for people to manage medications. Along with being incredibly friendly and service-oriented, people here understand a core benefit of PillPack: It enables individuals to help themselves. Our pharmacy and medication management tools aren't about poking or prodding customers, but making sure the healthy choice is also the easy choice."

PillPack is the first pharmacy specifically focused on serving people who take multiple daily medications, the company said in announcing the new facilities. PillPack pre-sorts medications into packages labeled with the date and time for each dose and provides nationwide home delivery, making it easy for someone

with a chronic condition to stay on track. The company also works to manage insurance claims, stay ahead of prescription refills and renewals and monitor any change in medication for negative interactions. The company has pharmacist on-call 24/7, it said.

"The state is proud to support innovative companies like PillPack that aim to increase quality of life," said Val Hale, executive director of the Governor's Office of Economic Development. "PillPack chose wisely for its expansion locations and will reap the benefits of Utah's business friendly environment and skilled talent pool."

Geoff Swindle, chief business officer of PillPack and site lead for the Utah facilities, said, "As a native of Utah, it's gratifying to help PillPack bring a wide range of employment opportunities to our area. We aim to help grow the local economy, while having a positive impact on health for people across the country."

Founded in 2013, PillPack employs over 500 people nationwide and serves tens of thousands of customers in 49 states (shipping is not available to Hawaii). The company began exploring options in Utah in 2016, and worked closely with the local community to determine the best location for these new offices, the company said. PillPack is a fully-licensed pharmacy in every state it serves.

RETIRED? And BORED?

Do you feel you're getting out of touch with people you have known and enjoyed being with in the professional or executive-level career you have now left behind? Do you sometimes wish you could do something interesting, productive and genteel on a rather flexible, part-time basis that would also be worth your while financially? If so, you should probably telephone me.

I am George Gregersen and I have published *The Enterprise* newspaper for the better part of 50 years — and still enjoy being in touch with our clients, vendors and staff. My job is now flexible and part-time, but I enjoy working and accomplishing things. I am, after all, only 82.5 years old.

The reason we should talk is that securing sponsors for our very successful list-publishing division of *The Enterprise* is a responsible and rather genteel way to maintain a presence in the community while doing rather well financially, compared to other part-time or totally unpaid volunteer work. No matter how much flexibility your circumstances require, we can probably manage that quite readily.

For instance, we don't need you to commit a specific number of hours to the task nor to a definite time frame. If you only want to work between midnight and 3 a.m., we might have a problem, as would your prospective clients. But you could almost work when you feel like it and not when you don't. Obviously, devoting more hours raises your earning potential.

So give me a phone call at (801) 654-3141 (afternoons, please).

Simplus adding 100 positions

Simplus, a provider of quote-to-cash implementations based in Salt Lake City, has announced that it is expanding its workforce by 100 jobs. The growth is made possible by the receipt of funding from Salesforce Ventures in September 2016, the company said in a release. Since that time, the company has opened two East Coast offices, acquired three competing consulting firms and opened an office in the Philippines.

"We are thrilled about our

growth trajectory and the opportunity to provide employment for talented workers, both nationally and internationally," said Ryan Westwood, CEO of Simplus. "We announced in March that we would add 50 jobs in the near future. In the past four months, we have added those additional 50 jobs on the East Coast through acquisition and organic growth. The next 100 jobs will be focused on bolstering our rapidly growing billing practice."

CORPORATE FINANCIAL REPORTS

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

Sportsman's Warehouse

Sportsman's Warehouse Holdings Inc., based in Midvale, reported net income of \$6.6 million, or 15 cents per share, for the quarter ended July 29. That compares with \$8.3 million, or 20 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$191.5 million, up from \$189.8 million in the year-earlier quarter.

Sportsman's Warehouse is an outdoor sporting goods retailer with 83 stores in 22 states.

"Our second-quarter top-line results were in line with our expectations given the anticipated continued softness in firearm demand as we anniversaried difficult comparisons from the Orlando tragedy in June 2016," John Schaefer, chief executive officer, said in announcing the results. "Our better-than-expected bottom-line results were driven by stronger gross margins resulting primarily from the higher margin product mix shift that we experienced in the second quarter."

"We remained focused on continuing to capture market share during the quarter and are encouraged by the progress we made against our strategic priorities of expanding our private-label segment, maximizing our loyalty program, investing in our best-in-class customer service and enhancing our e-commerce platform."

Schaefer said the company expects softness in firearm demand through the rest of the year "until we anniversary the pre-election run-up that drove increased demand in our firearm and ammunition categories last year."

Flexpoint

Flexpoint Sensor Systems Inc., based in Draper, reported a net loss of \$193,474, or zero cents per share, for the second quarter ended June 30. That compares with a net loss of \$414,381, or 1 cent per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$154,639, up from \$93,039 in the year-earlier quarter.

Flexpoint is a technology firm specializing in developing products that feature the company's patented Bend Sensor and related technology. The compa-

ny said the biggest contributor to second-quarter revenue was glove-based products and a relationship with a toymaker.

"We received revenue from repeat orders from our existing customers, as well as design con-

tract and development engineering," Clark Mower, president, said in announcing the results. "The majority of the revenue for this period came from production products. This is an important development as it leads to

continued future growth."

"The company continues to concentrate its marketing resources on a limited number of customers that have the greatest potential to generate the most short-term revenue while still building relationships with our larger customers," said Paul Sexauer, vice president of sales and marketing. "Management antici-

pates revenues will increase as we continue to execute our long-term business plan and cultivate larger customer bases with our existing product offering. Therefore, management continues to work with larger companies and industries, and is hopeful that in the near future we will sign a long-term licensing or manufacturing contract."



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Industry Briefs

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

COMMUNICATIONS

• **AT&T** has appointed **Matthew Langer** as director of sales for its Utah operations. He will



Matthew Langer

be responsible for the operation and performance of Utah sales and distribution. Langer leads a team of 150 employees in more than

50 locations. Langer joined AT&T 17 years ago and has served in numerous positions, most recently as an area retail sales manager in Phoenix. He is a veteran and Marine who was stationed in California and deployed overseas.

DIRECT SALES

• **Young Living Essential Oils**, Lehi, has promoted **Lauren Walker** to chief supply officer. Walker leads the "sourcing pillar" that governs how the company obtains its products. Walker has three decades of experience with international companies, including working for Xerox as an engineer; 10 years for Procter & Gamble in supply chain, manufacturing/technical operations and quality; seven years for Johnson & Johnson as



Lauren Walker

a plant manager and program manager of its Oral Care franchise; and for Amway as vice president of manufacturing.

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• **Utah County** leads all of Utah in being the best market for homebuyers, according to rankings compiled by financial technology company **SmartAsset**. Its third annual study compared average rent and home prices in counties across to the U.S. to determine where buying makes the most sense. In Utah County, the average monthly mortgage payment is \$901, while average monthly rent is \$1,248 and the average home price is \$316,715. Following Utah County in the rankings were Morgan, Salt Lake, Davis, Uintah, Grand, Weber, Tooele, San Juan and Emery. Details are at <https://smartasset.com/mortgage/rent-vs-buy#Utah>.

EDUCATION/TRAINING

• More than 120 traders from around the world processed

more than \$848 million in currency trades during the four-day **Apiary Fund Traders Summit** in Salt Lake City. Using active trading accounts given by Apiary Fund for the summit, traders began live trading each morning, shared trading strategies and developed new techniques from professional instructors and risk managers. As a group, the accounts of all traders were 65 percent to 70 percent profitable. Apiary Fund, Orem, is a private company that develops traders.

EXPANSIONS

• **USANA Health Sciences**, Salt Lake City, has announced it will expand in four European countries beginning in the middle of 2018: Romania, Germany, Italy and Spain. The company said the actions will increase its global footprint from 20 to 24 markets worldwide.

• **Property Management Inc.**, Lehi, has announced that **Arrico Realty and Property Management**, located in the Tampa, Florida, area, has joined the PMI real estate network and is changing its name to **PMI Arrico Realty & Property Management** (PMI Arrico). PMI Arrico has two offices in the Tampa area and manages more than 250 properties. With the conversion of his business to a PMI franchise, **Paul Arrington**, principal broker and owner of PMI Arrico, becomes the regional mentor for PMI's Florida region. After serving more than 20 years in the United States Air Force, Arrington built his career as a real estate agent and broker. In early 2008 he opened Arrico Real Estate and Property Management.

INVESTMENT

• **Artemis Health**, Salt Lake City, has received \$16 million in Series B funding. The investment was led by **F-Prime Capital**, with participation from previous investors **Maverick Ventures** and **Kickstart Seed Fund**. Artemis offers a benefit optimization data platform for employers. It has raised \$26 million to date, and the funding will fuel the company's expansion through investments in thought leadership, product research and development, and executive hires.

LAW

• **Cordell & Cordell** has hired associate attorney **Jacob E. Smith** in its Clearfield office and associate attorney **Jason Fuller**

in its Midvale office. Smith previously primarily practiced family law, but also practiced adoption, bankruptcy, criminal defense, business formation, corporate litigation, water rights and mass torts. Fuller practiced family law and general litigation. Cordell & Cordell has more than 250 attorneys working in more than 95 offices across the United States.



Jacob Smith



Jason Fuller

NONPROFITS

• **Braden Johnson** has been nominated to serve on the board of directors of **Needs Beyond Medicine**. He also will assist as the corporate secretary. Needs Beyond Medicine is a nonprofit organization with the mission of decreasing the burden of cancer by increasing awareness, education and relief to cancer patients.

Johnson is an attorney in the Salt Lake City office of Snell & Wilmer. His practice focuses on commercial finance, real estate acquisitions and banking law. His education includes a B.A. in political science from Brigham Young University.



Braden Johnson

PHILANTHROPY

• **O.C. Tanner** has appointed **Selma Mlikota** to the newly created position of manager of One Refugee Careers. Mlikota, once a refugee, will coach and train budding young professionals who have gone through One



Selma Mlikota

Refugee's Refugee Education Initiative program. She will also develop a community of employers at the CEO level to prepare organizations throughout Utah to hire refugees. O.C. Tanner has announced it will support One Refugee, which helps young adult refugees in Utah make a successful transition from the university environment to full-time employment. One Refu-

gee builds upon The Refugee Education Initiative, which was created in January 2014 and has graduated 101 students from its program and currently supports 190 students throughout higher education institutions in Utah. The One Refugee Careers Initiative will match refugees with potential employers from a network of organizations across the state and in a number of industries.

RECOGNITIONS

• **Mike Kirby** has been

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named in the fourth annual **Commercial Integrators' "40 Influencers Under 40"** list. Kirby is sales and marketing manager at Gencomm Inc. Honorees are primarily young, talented people



Mike Kirby

nominated by someone else in the industry — either a co-worker, friend, former colleague or someone simply impressed by the accomplishments they saw or heard about. Kirby obtained his CTS and MBA while serving in the AV/technology industry and also serves on the board of directors for United Way of Salt Lake and a variety of committees and roles, including BOMA Utah, Salt Lake Chamber, Sandy Area Chamber of Commerce, ENG Utah, Utah Manufacturer's Association and PSNI.

• **Clay Partain**, director of sports market sales at Visit Salt Lake, has been named an industry leader in **Connect Sports** magazine's "Game Changers" feature in its fall 2017 issue. **Connect Sports** is a national B2B magazine that provides resources and ideas to professionals

see BRIEFS next page

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Industry Briefs

from previous page

and planners in the sports tourism industry. Peers in the sports events world nominated Partain. Nominations were received from across the country, then reviewed and evaluated by the *Connect Sports* staff based on references, industry involvement and other resources.



Clay Partain

• **Health Catalyst**, Salt Lake City, leads the healthcare analytics market in product capabilities, according to the recently released “**Chilmark 2017 Healthcare Analytics Market Trends Report**.” The report, compiled by Chilmark Research, is a review of 17 top

analytics vendors. In addition to Health Catalyst’s top marks in product capabilities, Chilmark assigned Health Catalyst and two other companies its highest overall grade, reflecting market-leading performance in four categories: product capabilities, product innovation, current market execution, and alignment of the company’s vision with future market needs.

TECHNOLOGY/ LIFE SCIENCES

• **Verisys Corp.**, South Jordan, has hired **Joe Montler** as senior vice president of sales and **Valerie Mondelli** as chief revenue officer. Montler has 25 years of experience in healthcare technology. He previously led sales, marketing, strategy, data business development and data sales at McKesson and also worked



Joe Montler



Valerie Mondelli

at Misys, Delta Health and Shared Medical Systems. Mondelli has 15 years of experience with McKesson, leading the sales and marketing functions at RelayHealth. She also worked at Eli Lilly & Co. and then held management positions at Derivation and CheckFree Corp.

• **DigiCert**, Lehi, has hired **Mike Ahmadi** as global director of IoT (Internet of Things) security. He will help build DigiCert IoT security solutions for critical infrastructure markets, includ-



Mike Ahmadi

ing healthcare, transportation, industrial and smart city. He is a member of the technical steering committee for the ISA Security Compliance Institute (ISCI); chairman of the Cybersecurity Assurance Testing Task Force under the Society for Automotive Engineering (SAE); and an active member of the U.S. Department of Homeland Security Industrial Control Systems Joint Working Group, as part of the advisory board for the U.S. Secret Service Electronic Crimes Task Force.

• **Ivanti**, Salt Lake City, has hired **Gwendolyn Smith** as executive vice president of cus-

tomers success and professional services. Smith has more than 20 years of experience in customer development, training and support. Most recently, she served as vice president of services and support for Instructure.

TRANSPORTATION

• **Blue Beacon Truck Wash** has been named **Jorge Cantos** as general manager of the company’s Salt Lake City location, located near Exit 17 of Highway 101. Cantos previously was a general manager trainee at Blue Beacon of Fort Pierce, Florida.

• **Insurance Auto Auctions Inc.**, based in Illinois, has expanded facilities in six states, including Utah. IAA Salt Lake City is located at 1800 S. 1100 W., Ogden. It has auctions at 9 a.m. every Thursday.

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Calendar

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

Aug. 29

Cyber Security Workshops, presented by the University of Utah Manufacturing Extension Partnership (MEP) Center and the Procurement Technical Assistance Center (PTAC) and focusing on updated security guidelines for all Department of Defense contractors. Event will feature Pat Toth, cyber security expert from the National Institute of Standards and Technology. Workshop will be presented 9-11 a.m. at Salt Lake Community College's Miller Campus, Miller Free Enterprise Center Auditorium, 9750 S. 300 W., Sandy, and 1:30-3:30 p.m. at Weber State University's Davis Campus, 2750 University Park Blvd., Building D3, Layton. Free, but registration is required. Registration can be completed at Eventbrite.com.

Aug. 29, 9-10 a.m.

SBA 8(a) Program, a U.S. Small Business Administration event. Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Aug. 29, 10-10:30 a.m.

"The Historically Under-utilized Business Zones (HUBZone)," a U.S. Small Business Administration event. Location is the Wallace F. Bennett Federal Building, 125 S. State St., Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Aug. 29, 11-11:30 a.m.

"Advantages of Service-Disabled & Women-Owned Small Business Set-Asides," a U.S. Small Business Administration event. Location is Wallace F. Bennett Federal Building, 125 S. State St., Room 2227, Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

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

"Funding Panel: Utah Grant and Angel Money for Tech Startups," featuring information about obtaining funding for early-stage technology from the Utah Technology Acceleration Program (TAP) and the Technology Commercialization and Innovation Program (TCIP). Panelists are Mary Cardon, SBIR/STTR Assistance Center director, USTAR; Brad Bertoch, president,

VentureCapital.org; and Clark Cahoon, TCIP fund manager, TCIP Grant Program. Location is Miller Free Enterprise Center, Room 203, 9750 S. 300 W., Sandy. Cost is \$15. Details are at <https://utahsbdc.org/trainings>.

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

"Social Media Magic & Email Automation: Your Guaranteed Keys to Success," a Small Business Development Center (SBDC) event. Speaker is from Accelerator Marketing. Location is Logan SBDC, 710 N. 1500 E., Logan. Details are at <https://utahsbdc.org/trainings>.

Aug. 29, 5-9:30 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Activities include a buffet, reserved seating for the 6:30 p.m. Ogden Raptors game, and a chance to win Raptors gear. Location is Lindquist Field, 2330 Lincoln Ave., Ogden. Cost is \$10 for members, \$17 for adult guests, \$12 for children 12 years old and younger. Details are at ogdenweberchamber.com.

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.

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

UTC CFO Forum, a Utah Technology Council event for UTC company chief financial officers only. Speaker Jon Pexton, CFO of Progrexion, and Brenda Rees, CFO of Arbiter Sports, will discuss "Doing More with Less: How to Create Efficient Finance and Accounting Teams." Location is Zions Bank, 1 S. Main St., Salt Lake City. Free. Details are at utahtech.org. Registration can be completed at Eventbrite.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.

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 four-some. Sponsorships are available. Details are at www.thefirstteeutah.org/womencharitygolf.

Aug. 31, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is Angie Martinez of 8014thefix.com. Location is Prohibition, Fashion Place Mall, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.org.

Aug 31, noon-1 p.m.

Product Hunt Meetup, featuring smart devices and smart home technology. Attendees can test trending products and give the founding teams user feedback. Participants include Rentler, Novi Security, Parakeet, Skydrop, PhoneSoap, Rubi Life, Daplie, Leak Stop, FireAvert and XANDEM. Location in Church & State, 370 S. 300 E., Salt Lake City. Free. Details are at <http://www.bigdoornetwork.com/august-product-hunt-utah-meetup-17/>.

Sept. 1, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray Police Chief Craig Burnett will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

Sept. 1, 8-10 a.m.

First Friday Face to Face, a business-to-business networking event. Location is the Salt Lake Community College Miller Campus, 9750 S. 300 W., Sandy. Free. Details and registration are at <http://bit.ly/2pr57ya>.

Sept. 5, 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. 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 startup 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. 6, 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.

Sept. 6, 3-9 p.m.

"Techstars @ Silicon Slopes: Workshops and Talks to Help Your Startup Scale." Workshops include "Doing More of the Right Things, Faster," "Impact & Uncertainty" and "Ask Me Anything." Location is Silicon Slopes, 2600 Executive Parkway, Lehi. Free. Registration can be completed at Eventbrite.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 Hirotooshi 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, 11:30 a.m.-1 p.m.

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location to be announced. Free (pay if ordering from the menu). Details are at westjordanchamber.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, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker to be determined. Location is Mimi's Café, 5223 S. State St., Murray. Details are at murraychamber.org.

Sept. 8, 7:30 a.m.-noon

2017 Northern Utah Business (Nubiz) Symposium, with the theme "Ideas to Reality: Entrepreneurship & Small Business Development." Location is Weber State University, Shepherd Union Building, Ogden. Cost is \$49. Event features a funding panel, a student entrepreneur panel and a One Million Cups presentation. Details are at ogdenweberchamber.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. 8, 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.

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

Dan Clark School of Public Speaking: One-Day Exclusive Boot Camp, featuring how to craft a speech listeners love, mastering the art of storytelling, customizing content, polishing platform skills and getting paid to speak. Location is the Salt Mine, 7984 S. 1300 E., Sandy. Tickets are available at DanClark.com.

Sept. 9, 10 a.m.-1 p.m.

"Simple Steps for Starting Your Business," a SCORE event. Location is Marmalade Branch Library, 280 W. 500 N., Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

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Fully automated residential system that manages climate, lighting, and security while simplifying audio and video entertainment

The Stein Eriksen Residences are a part of an exclusive community located in Deer Valley, 33 miles outside of Salt Lake City, Utah. The Stein Eriksen Residences present an incomparable lifestyle for active individuals and families who prize an authentic, yet pampered alpine living experience.

Each condominium that is a part of the Residences is equipped with an introductory AV package that includes integrated lighting, HVAC and fireplace control. However, many owners choose to upgrade their technology solution to include custom AV with Distributed Audio, Distributed Video, Security, CCTV and motorized shade controls.

The Pruitt Residence is a 5,083 square-foot unit, one of 52 within the community, which was outfitted with a complex, yet easy-to-use system. All the technology in the Pruitt residence was built to work together, providing an amazingly personalized and worry-free system that is easy to use, easy to modify and upgrade, and easy to maintain.

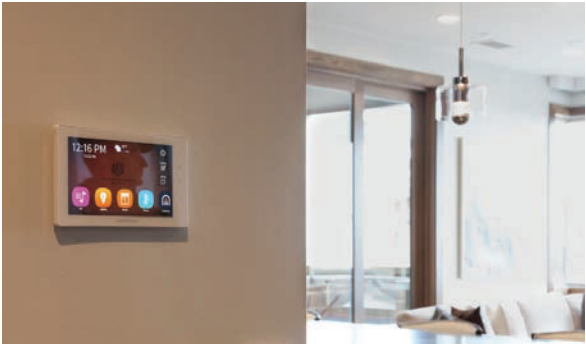
One of the most innovative ideas in the Pruitt Residence (and available to other owners in the Stein Eriksen Residences) is that the owner can control all aspects of his home from one app on his phone/tablet. From an easy-to-use interface on the Crestron app, owners can control audio, video, lights, shades, and thermostats directly.

“With a home this large and with so many subsystems, Crestron technology was the only way to go,” Dr. Pruitt explains. “No matter what we’re trying to control now and no matter what technology might be added to the property in the future, Crestron provides a path to integrate and automate them.”



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Real-World System Benefits:

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Added safety and security with complete control.

Conserve energy seamlessly with the latest technology.



Calendar

from page 9

Sept. 11-12

Salt Lake County Chamber Education Series, a Salt Lake County Regional Economic Development event designed for local chambers and non-profit leaders and presented by the University of Notre Dame Mendoza College of Business. Theme is “How to Transform Your Small to Mid-Size Chamber into a Dynamic Organization.” Location is Swire Coca-Cola, 12634 S. 265 W., Draper. Free. Registration can be completed at Eventbrite.com.

Sept. 13, 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.

Sept. 14-15

2017 SLC/SEM Digital Marketing Conference. Location is Megaplex Theaters, Jordan Commons, 9335 S. State St., Sandy. Cost is \$329 for SLCSEM members, \$399 for nonmembers. Registration can be completed at Eventbrite.com. Details are at <http://www.slcsem.org/dmc-2017>.

Sept. 14, 8:30-10:30 a.m.

“Cyber Security for Small Businesses,” a Salt Lake Small Business Development Center event. Location is Salt Lake Community College, Larry H. Miller Campus, 9690 S. 300 W., Corporate Partnership Center, Room 333, Sandy. Cost is \$10. Details are at <https://www.sba.gov/tools/events>.

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 company CEOs and presidents only. Location is Overstock Peace Coliseum, 799 Coliseum Way, Midvale. Free. Details are at utahtech.org.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speakers are Sherri and John Taylor of Keep It Marketing. Location is Prohibition, Fashion Place Mall, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.org.

Sept. 15, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker to be determined. Location is Mimi's Café, 5223 S. State St., Murray. Details are at murraychamber.org.

Sept. 15, 7:45-9 a.m.

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

Sept. 15, 10 a.m.-noon

“The Fundamentals of Cybersecurity for Your Growing Business,” a Be Ready Utah event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Registration can be completed at lsisam@utah.gov.

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

Multi-Chamber Women in Business Luncheon. Location to be announced. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at westjordanchamber.com.

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

Business Women's Forum, a Salt Lake Chamber event. Speaker Lavanya Mahate, founder of East India Pantry and Saffron Valley, will discuss “Three Stages of Ambition.” Location is 50 West Club & Café, 50 Broadway, Salt Lake City. 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. 19, 4-6 p.m.

Business B 4/5, a West Jordan Chamber of Commerce event. Location to be announced. Details are at westjordanchamber.com.

Sept. 20, 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.

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 startup 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. 20, 5-6:30 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Weber State University. Other details to be announced. More information is available at ogdenweberchamber.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. 21, 11:30 a.m.-1 p.m.

Annual Mayors Lunch, a Davis Chamber of Commerce event. Location is Florentine Gardens, 2621 Oak Hills Drive, Layton. Cost is \$20 for members. Details are at davischamberofcommerce.com.

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

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is from Planet Fitness. Location is Prohibition, Fashion Place Mall, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.org.

Sept. 21, noon-1:30 p.m.

“Driven By Industry: Getting Business Involved in Workforce Development,” a Prosperity 2020 event featuring specific ways a company can participate in building a skilled workforce. Panelists are Sydnee Dickson, Utah State superintendent of public instruction; Edson Barton, chief executive officer, Precision Exams; Jason Skidmore, director of career and technical education, Jordan School District; Julianne Wing, CTE teacher, Herriman High School; and Sean

Slatter, chief executive officer, Logistic Specialties Inc. (moderator). Location is the Salt Lake Chamber, 175 E. University Blvd. (400 S.), No. 600, Salt Lake City. Cost is \$20. Details are at slchamber.com.

Sept. 22, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker to be determined. Location is Mimi's Café, 5223 S. State St., Murray. Details are at murraychamber.org.

Sept. 22, 9 a.m.-2:30 p.m.

“Women Who Build: Business Building Workshop,” presented by the Utah Valley Chamber of Commerce, Provo City, Mountainland Association of Governments, Orem City and Brigham Young University's Rollins Center for Entrepreneurship and Technology. Keynote speaker is Vanessa Quigley, co-founder of Chatbooks. Location is Zions Bank, 180 N. University Ave., eighth floor, Provo. Registration can be completed at Eventbrite.com. Details are at the chamber.org.

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

14th Annual Women Empowered Conference. Theme is “Focus & Inspire.” 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.

Sept. 27, 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.

Sept. 27, 3-5 p.m.

“Ask a CPA,” a Salt Lake Chamber “Business Essentials” event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Sept. 27, 7 p.m.

Fall Meeting, a Society of Physician Entrepreneurs (SoPE)

event. Presentations include “Opportunities for Health Innovators,” by Ron Heffernan and Dr. June Chen, founders of the Mountain Pacific Venture Fund, and “How Do I Build a Mobile Health App?” by Jordan Erickson, partner at Infuse Med. Location is Church & State, 370 S. 300 E., Salt Lake City. SoPE meetings are open to anyone interested in healthcare innovation and entrepreneurship. Registration can be completed at eventbrite.com.

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

Multi-Chamber Luncheon Series, presented by ChamberWest and the Murray Area, Southwest Valley, South Jordan, West Jordan and South Salt Lake chambers of commerce. Speaker Derek B. Miller, president and chief executive officer of the World Trade Center, will discuss the status of the inland port, Utah's role in the international economy and how companies can benefit from that role. Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20 for chamber members, \$25 for nonmembers by Sept. 26; \$25 for members, \$30 for nonmembers after Sept. 26; \$30 for members and \$35 for nonmembers at the door. Details are at westjordanchamber.com.

Sept. 28, 3:30-5 p.m.

UTC Public Policy Forum, a Utah Technology Council event. Location is InContact, 75 W. Towne Ridge, Sandy. Free. Registration can be completed at Eventbrite.com.

Sept. 28, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event. Location is Park City Culinary Institute's Salt Lake City Campus, 1484 S. State St., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members and \$15 for nonmembers after Sept. 21. Details are at slchamber.com.

Sept. 28, 6-8 p.m.

40-Year Anniversary, a Sandy Area Chamber of Commerce event. Adults only. Location is Snowbird Ski & Summer Resort, Cliff Lodge, 9385 Snowbird Center Trail, Sandy. Cost is \$10. Details are at sandychamber.com.

Sept. 29, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker to be determined. Location is Mimi's Café, 5223 S.

see CALENDAR page 14

Opinion

Cronyism: Politicians have never seen an energy subsidy they didn't like

Despite the breadth of the current political divide, it appears that there is at least one thing that all politicians can agree upon: energy sector cronyism. The only real dispute is over the preferred beneficiaries.

Under Pres. Barack Obama, green energy subsidies were given out like candy. The failure of solar panel company Solyndra is well-known, but the problem extends well beyond that shady loan deal and its half-billion-dollar cost to taxpayers.

Between 2010 and 2013, federal subsidies for solar energy alone increased by about 500 percent, from \$1.1 billion to \$5.3 billion (according to the U.S. Energy Information Administration), and all federal renewable energy subsidies grew from \$8.6 billion to \$13.2 billion over the same period. Congressional Budget Office testimony before Congress further reported that 59 percent, an estimated \$10.9 billion, of energy-related tax preferences in 2016 went to renewables.

Subsidies have come down from their 2013 peak, thanks to the expiration of some of the post-financial crisis "stimulus" programs, but so-called green energy — solar in particular — still receives vastly higher subsidies on a per-kilowatt-hour

basis. However, that didn't stop the largest U.S. solar panel manufacturer, SolarWorld, from filing for bankruptcy earlier this year despite \$115 million in federal and state grants and tax subsidies since 2012, along with \$91 million in federal loan guarantees.

SolarWorld and fellow bankrupt manufacturer Suniva are now begging for even more government assistance, in the form of a 40-cent-per-watt tariff on solar imports and a minimum price of 78 cents (including the 40-cent tariff) a watt on solar panels made by foreign manufacturers. Without that help, a Suniva executive argued, the company would "go extinct." So basically, these companies can't compete despite all of the taxpayer dollars they've received and have petitioned the United States International Trade Commission to further punish consumers on their behalf by banning them from buying cheaper and higher-quality panels abroad.

Green energy companies aren't the only ones who think that the Trump administration will be receptive to handout requests. Shortly after West Virginia Gov. Jim Justice used a recent Trump rally to announce that he would be switching from the Democratic Party to the Republican Party, he began negotiating the price for

his defection. Namely, he wants federal tax dollars thrown at the Appalachian coal industry, which is losing market share to cheaper energy sources, such as natural gas.

Gov. Justice ambitiously hopes that utilities will rake in \$15 in federal subsidies for every ton of Appalachian coal burned. He'd be on much more solid ground if he simply demanded an end to subsidies for coal's green energy competitors. But in the world of politics, saving taxpayer dollars — as opposed to giving handouts to corporations and preferred industries — is never the chosen path.

Sadly, it's not just our own politicians who enjoy meddling in American energy markets. With all the hoopla regarding Russia's role in influencing the presidential election, little attention has been paid to the much more established case that Russian Pres. Vladimir Putin has attempted to influence our energy policy.

A recent report published by the Center for Freedom and Prosperity, called "Russia's Ties to U.S. Environmental Groups," lays out how Putin cronies bundled millions for radical left-wing environmental groups determined to stop oil and natural gas development in the United States. As the report reads, "evidence shows that a complex network of offshore firms has intimate ties to the Kremlin and connections to U.S.

based anti-fracking and anti-oil lobbies."

The fracking boom has been great for American consumers and the economy. It is also one of the main factors behind the fact that the United States' level of emissions of carbon dioxide per capita is at its lowest since 1959. That should be cause for celebration here, but not in Russia, as the country's own oil-driven economy is suffering from cheap natural gas competition. The millions funneled into domestic environmental groups represent a roundabout subsidy to Russia's own oil industry insofar as the money leads to increased resistance — through lawsuits and the spreading of misinformation aimed at producing a public groundswell calling for tighter regulations — to the oil and gas exploration of its U.S. competitors.

But it doesn't just represent government cronyism in the Russian energy market; it also represents interference in our own. Unfortunately, U.S. politicians have given up the moral high ground needed to credibly criticize Putin by so often meddling in their own energy market.

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

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VERONIQUE de RUGY

Maybe America's elite should take a racism lesson from the military brass

Much of America reacted swiftly and strongly to Donald Trump's grotesque suggestion that there is a moral equivalence between the white supremacists who converged on Charlottesville, Virginia, and those who protested against them. But the delayed, qualified and mealy-mouthed reactions of many in America's leadership class tell a disturbing story about the country's elites — and the reason we are living in an age of populist rebellion.

The least respected of today's leaders are, of course, politicians. The public largely views them as craven and cowardly, pandering to polls and focus groups. And that is how too many Republican officials have behaved in the face of Trump's words and actions. With some honorable exceptions, men and women who usually cannot stop pontificating on every topic on live TV have suddenly gone mute on the biggest political subject of the day.

I know. They worry about the base, about primaries, about right-wing donors. But shouldn't they also worry about their country and their conscience? Shouldn't they ask themselves why they went into public service in the first place? And if they see someone at the highest level trampling on the values of the country, shouldn't they speak up — directly, forcefully and without qualification?

Business leaders, meanwhile, are still among the most respected and envied people in America today. They run vast organi-

zations, get paid on a scale that makes their predecessors from just 25 years ago look middle-class and live in a bubble of private planes, helicopters and limousines. In other words, they have all the wealth, power and security that should allow them to set standards and lead.

Again, with some honorable exceptions, business leaders have been cowards. Most of them surely think Trump is a charlatan, a snake-oil salesman. In the past, some chose not to do business with him because they believed he was unethical. Others were initially amused by his candidacy but regarded his rhetoric on trade, immigration and refugees as loathsome. And yet, almost none of them spoke out against him. Few even distanced themselves after he blamed "many sides" for the violence in Charlottesville. Had Merck CEO Kenneth Frazier not resigned from one of Trump's advisory boards and Trump not doubled down on his initial comments, it is unclear how many other CEOs would have spoken out. And even then, some jumped ship from the advisory councils only when it became clear that there was really no alternative.

America's technology pioneers might be the most admired people on the planet. They are viewed as smart, innovative and successful. Many among them are not just rich but claim to be wise beyond words, prophets of the future who opine on space travel and artificial intelligence. Can they not see what is going on right here on Earth

at the White House and condemn it?

Where are evangelical Christian leaders on a matter of basic morality? While some have made their voices heard, it is striking how many have not, or have even endorsed Trump's comments. Do they have a burning moral duty to speak out against protections for LGBT Americans but not neo-Nazi violence?

America once did have more public-minded elites. But they came from a small clubby world, the Protestant establishment. Not all were born rich, but they knew they

had a secure place atop the country. They populated the nation's boardrooms, public offices and best schools. This security gave them greater comfort in exercising moral leadership.

Today we have a more merit-based elite, what is often called a meritocracy. It has allowed people from all walks of life to rise up into positions of power and influence. But these new elites are more insecure, anxious and self-centered. Politicians

see ZAKARIA next page



FAREED ZAKARIA



Opinion

Here's a suggestion for a Utah solution to the high cost of its public colleges

"German companies want to train because they know schools can't do it," a German trade association executive told Tamar Jacoby of *The Atlantic*. America's educational system is under pressure to reduce costs and improve results. What we need is a flexible education system that is economically tuned to the needs of the market and is cost-justified.

Now I am hearing a call to make the first two years of public colleges, including trade schools, free. For example, see the article "Four Years of Universal Free Public College Might Be Out of Reach, But What About Two Years — Grades 13 and 14 — That Prepare Students for Better Jobs?" in the May 21 issue of *New York Times Magazine*.

I am afraid to try and compute the cost, but guess who pays? Someday the American middle class — especially those who don't have or need a college degree — are going to wake up.

Utah, let's really shake things up and lead America to greatness. Let's have the governor sign a bill that mandates that Utah high schools provide enough education to our kids that they are able to find employment that pays well. We did it before; why can't we do it now?

Here's how it could work: At the end

of Grade 10, students choose whether they want two years of trade school classes or college classes. Upon receiving a high school diploma, they would automatically qualify for all Utah public colleges and universities and credit would be given to apply to their degree.



ROBERT PEMBROKE

This would dramatically reduce their cost of higher education. My wife went to high school in Park Ridge, Illinois, in the early 1950s. She was required to take either trade school or college preparatory classes her last two years. Now she is an expert on Donald Trump's tweets. Amazing.

Let's also shift some of the cost of higher education to private businesses. I would be more than willing to pay for part of two years of trade school or college for future employees. When I had a larger business, I would hire about five people each year due to growth or attrition. It makes a lot of sense to have five apprentices on board. Our cost of training a technician was \$250,000 and God only knows how much it cost to train an effective salesperson. Getting a two-year jump over my competition is a heck of a return on investment.

The world is getting smaller and a lot more competitive and America will never give up competing in the global economy.

It's the only way our middle class can get well-paying jobs. Look to the east and see what China and India are doing. China graduates 650,000 engineers a year and India graduates 350,000. America graduates 106,000. And, by the way, an education can be moved from country to country and state to state. Our children do not always have to work in Utah.

Student debt is at an all-time high and over 6 million American jobs are unfilled because employers can't find anyone with

the skills to fill them. Reducing two years of schooling is huge economically. Making the last two years of high school more meaningful would give people more hope in an economy that requires skills well beyond the ones taught in high schools now.

Robert Pembroke is chairman of Pembroke's Inc. and considers himself on permanent sabbatical. He can be reached at pembroke894@gmail.com.

ZAKARIA

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are likely to be solo entrepreneurs, worried about the next primary or fundraiser. CEOs live with the constant fear that they might lose their jobs or that their company might lose its customers in an instant. Religious leaders worry that they will lose congregants. These groups may not think they have the luxury to be high-minded, but they do. They are vastly more secure than most people in America, or in human history. If they cannot act out of broader interest, who can?

The group of public figures who deserve the most praise in this affair are the military brass. In a remarkable act of lead-

ership for people who actually work under the president, the heads of all five branches of the armed forces issued statements unequivocally denouncing racism and bigotry. Perhaps this is because the military has been the institution that has most successfully integrated America's diverse population. Perhaps it is because the military remains an old-fashioned place, where a sense of honor, standards and values still holds. The military chiefs have shown why they still command so much respect in the country. America's other elites should take note.

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

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CALENDAR

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State St., Murray. Details are at murraychamber.org.

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

Executive Summit 2017, a Utah Valley Chamber event with the theme "Utah County: Full Speed Ahead." Location is Sundance Resort, Rehearsal Hall, 8841 N. Alpine Loop Road, Sundance. Cost is \$295 for members, \$350 for nonmembers. Details are at the chamber.org.

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.

Oct. 3, 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.

Oct. 4, 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 startup 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.

Oct. 5, 8:45 a.m.

First-Ever Demand Utah Growth Conference, at which attendees can learn how businesses like Freshly Picked, Gumroad, ZEFR, Lucid Software and others built clientele, drove traffic, and converted traffic into thousands of paying customers. Location is Bright Building, 33 W. 400 S., Provo. Cost is \$99. Details are at <http://www.demandutah.com/>.

Oct. 5, 11:30 a.m.-1 p.m.

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location to be announced. Free (pay if ordering from the menu). Details are at westjordanchamber.com.

Oct. 6, 7:30-8:30 a.m.

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

Burnett will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

Oct. 6, 8-10 a.m.

First Friday Face to Face, a business-to-business networking event. Location is the Salt Lake Community College Miller Campus, 9750 S. 300 W., Sandy. Free. Details and registration are at <http://bit.ly/2pr57ya>.

Oct. 6, 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.

Oct. 6, Oct. 13, 8 a.m.-1 p.m.

Government Affairs Bootcamp, a two-day Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to improve their efficacy and understanding of advocating in the state of Utah. Location is State Capitol, Board Room, 350 State St., Salt Lake City. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at slchamber.com.

Oct. 10, 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.

Oct. 10, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a ChamberWest event. Speaker is Utah Sen. Karen Mayne. Location is Utah Olympic Oval, 5662 S. 4800 W., Kearns. Cost is \$20 with RSVP. Details are at (801) 977-8755 or chamber@chamberwest.org.

Oct. 11-12

Utah Sustainability Summit, presented by P3 Utah, the U.S. Green Building Council and Intermountain Healthcare. Theme is "Wellness: Connecting Human and Environmental Health." Location is Falls Event Center at Trolley Square, 580 S. 600 E., Salt Lake City. Details are at <https://utsustainabilitysummit.com/>.

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

WIB Luncheon, a Davis Chamber of Commerce event. Location is Lagoon, 375 N. Lagoon Drive, Farmington. Cost is \$15 for members, \$20 for walk-ins. Details are at davischamberofcommerce.com.

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

"The Fundamentals of Cybersecurity for Your Growing Business," featuring cybersecurity professionals from the Salt Lake Chamber's Cybersecurity Leadership Council. Location is the St. George Area Chamber of Commerce, DSU Training Room, 136 N. 100 E., St. George. Event is also offered Oct. 25 at the Utah County Health & Justice Building, 151 S. University Ave., Room 1601, Provo. Cost is \$49. Details are at slchamber.com.

Oct. 13, 7:45-9 a.m.

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

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

Connect4 Lunch, a Sandy Area Chamber of Commerce networking event. Location to be announced. Cost is \$15 for members, \$20 for nonmembers. Details are at sandychamber.com.

Oct. 17, 7:30 a.m.-2 p.m.

Utah Global Forum, presented by Gov. Gary Herbert, with the theme "Prosperity Through Diversity" and focusing on moving Utah businesses to the global business stage and meeting the challenges of today's business environment. Keynote speaker is Javier Palomarez, chief executive officer of the U.S. Hispanic Chamber of Commerce. "Power" presentations include "What is Happening Around the World," "What is Happening in Utah," "Made in the U.S.A." and "NAFTA and Its Implications." Breakout sessions include "Diversity of Markets," "Diversity of People," "Diversity of Resources" and "Diversity of Money." Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$90. Details are at utahglobalforum.com.

Oct. 17, 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.

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

Multi-Chamber Women in Business Luncheon. Location to be announced. Cost is \$20 for members, \$25 for nonmembers. Details are at westjordanchamber.com.

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SLOPES

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many call center people,” Ursenbach said that about half of Carbon County’s residents, or about 3,700, leave the county on a daily, weekly or monthly basis in order to work. That could change with more tech jobs, she said.

“Those people want to work in our county. They want to stay home and work. That’s huge for our county, to be able to bring those jobs. And IT jobs where they can work at home or they can work at a center nearby are perfect for the county and perfect for our workforce,” Ursenbach said.

Mellor said a “three-legged barstool” — consisting of the right people, the right opportunities and the right training and education that is applicable to the opportunities — can equal prosperity. Rural Utah has the real estate, the workforce and fiber optic networks that can help tech companies looking for sites that can accommodate their growth.

“I just want everyone to know that in rural Utah, we have the three-legged barstool, and people can have prosperity. It’s very exciting,” he said. “Even though we have the population on the Wasatch Front, we still have talents and skills and ready-and-willing bodies in rural Utah that can help meet that demand and that need that the jobs coming to Utah are giving us.”

Tami Goetz, executive director of the Utah STEM Action Center, said a symbol of tech company desperation for skilled workers came in the form of a comment for a large tech company executive, whom she did not name: “I don’t care if they work on a houseboat on Lake Powell;

we’ll hire them.”

Much of the panel discussion focused on training of Utahns to meet tech employers’ needs for skilled workers. Betts said that recruiting people to Utah is a short-term solution, but bolstering education and training is the only real long-term solution.

Mellor said the state and industry are trying to find ways to fill “the need between what the employer is looking for and needing and what employment is needing, as well as the training and education to get there.”

Panelists stressed that talent advancement within companies is necessary, that tech education needs to move toward applying what has been learned rather than “just using tools,” and that stackable degrees and a lifelong learning must get more emphasis.

Cyndi Tetro, executive director of the Women Tech Council, said today’s workers need both hard skills and soft skills. “If I can find people who are amazing at problem-solving and who are creative at those solutions and can get things done, I can teach a lot of skills,” she said.

Ursenbach said today’s young people could be left behind without adequate technology skills. “If we don’t train our kids now, they won’t be able to do any of the work [in the future] because everything that’s happening now is going to be technical of some sort,” she said.

Despite the issues that cropped up during the panel discussion, Betts put a positive spin on the situation.

“These are great problems to have,” he said. “A lot of startup communities across the country would love to be focused on these problems, right? So, there is such a thing as success failures, right? It’s just a matter of tackling them the right way.”

quick and affordable transportation of goods, and Utah — already a competitive hub — is a prime location for innovative trade expansion,” Miller said last week. “An inland port would take our state to the next level, opening doors to the global marketplace and expanding opportunities for sustainable economic growth.”

An inland port would act as a hub for trade by combining rail and trucking services, warehousing and distribution. Typically, they are located away from traditional land, air and coastal borders and handle goods off-loaded from ships and moved to the ports for handling and redistribution.

Cambridge Systems has approximately 40 years’ experience in providing data-rich analysis to inform planning, policy and various development projects nationwide.

CALENDAR

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Oct. 17, 4-6 p.m.

Business B 4/5, a West Jordan Chamber of Commerce event. Location is Sam’s Club, 7571 S. 3800 W., West Jordan. Details are at westjordanchamber.com.

Oct. 18, 3-5 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 startup 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.

Oct. 19

Titan Awards Ceremony, a Sandy Area Chamber of Commerce event. Honorees are Kem C. Gardner, chairman of the Gardner Co.; Jeanette Herbert, Utah’s first lady; and Ronald W. Jibson, former chairman, president and chief executive officer of Questar Corp. (now Dominion Energy). Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at sandychamber.com.

Oct. 19, 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.

Oct. 19, 4:30-6:30 p.m.

“Primetime Expo: Fall 2017,” a Utah Valley Chamber bi-annual trade show. Theme is “Your Time, Your Turf.” Location is Provo Towne Centre Mall, 1200 Towne Centre Blvd., Provo. Free. Details are at thechamber.org.

Oct. 24, 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.

Oct. 24, noon-1:30 p.m.

“Lunch and Learn Series: Search Engine Optimization.” The Lunch and Learn Series is a collaboration between the Women’s Business Center and the Professional Education Department at the University of



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Utah. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Details are at slchamber.com.

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

“The Fundamentals of Cybersecurity for Your Growing Business,” featuring cybersecurity professionals from the Salt Lake Chamber’s Cybersecurity Leadership Council. Location is the Utah County Health & Justice Building, 151 S. University Ave., Room 1601, Provo. Event is also offered Oct. 12 at the St. George Area Chamber of Commerce, DSU Training Room, 136 N. 100 E., St. George. Cost is \$49. Details are at slchamber.com.

Oct. 26, 5-7 p.m.

Business After Hours, a Salt Lake Chamber event. Location is Hotel RL, 161 W. 600 S., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members, \$15 for nonmembers. Details are at slchamber.com.

Oct. 27, noon-2 p.m.

10th Annual Women Tech Awards, a Women Tech Council event. Keynote speaker is Safra Catz, chief executive officer of Oracle. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$125 for members, \$150 for nonmembers. Details are at womentechcouncil.org.

Oct. 29-Nov. 1

11th Annual Algae Biomass Summit, an Algae Biomass Organization event featuring discussions about the impact that the latest advances in algae commercialization and research are having on agriculture, food and nutrition markets, carbon and water management, advanced materials, energy and more. Event includes plenary sessions with keynotes and panel discussions, plus breakout sessions and a poster display. Location is Grand America Hotel, 555 S. Main St., Salt Lake City.

Details are at algaebiomasssummit.org.

Nov. 7, 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.

Nov. 10, 7-10 p.m.

19th Annual Hall of Fame Gala, a Utah Technology Council event. Keynote speaker is Satya Nadella, chief executive officer of Microsoft. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$325. Details are at utahtech.org.

Nov. 16

Trends 2018, a ULI (Urban Land Institute) Utah event with the theme “Evolution or Revolution? Changes Big & Small in Utah Real Estate.” Conference is 8 a.m.-4 p.m. Network social is 4-6 p.m. Location and other details to be announced.

Nov. 15, 8:30 a.m.-4:30 p.m.

41st Annual Salt Lake Chamber Women & Business Conference and Athena Awards Luncheon, a Salt Lake Chamber event. Theme is “Brave & Bold.” Event will feature the 2017 Athena Leadership Award being presented to Denece Huftalin, president of Salt Lake Community College, plus the presentation of six Pathfinder Awards. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$85 for conference and lunch, \$65 for lunch only, \$25 for conference only. Details are at slchamber.com.

Nov. 21, 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.

PORT

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the Kem C. Gardner Policy Institute confirmed that Utah meets the criteria to create a successful inland port.

WTC Utah statistics indicate that Utah exported \$12.07 billion in goods and services in 2016, down from \$13.3 billion in 2015. Derek Miller, president and chief executive officer of WTC Utah, often describes Utah’s export strength and its status as the ninth-fastest-growing export state in the country as remarkable considering Utah is a landlocked state in the Rocky Mountains with only 3 million residents. He also has emphasized that Utah can boost its export statistics.

“Increasing global e-commerce creates a high demand for

RENEWABLE ENERGY THAT WORKS FOR ALL UTAHNS.



Holden, Utah

- Ranked **#3 in the nation for adding solar energy** to the grid, by the Smart Electric Power Alliance (SEPA).
- Thanks to **thousands of Subscriber Solar customers** we have installed more than **81,000 solar panels** across **20 acres** in Holden, Utah.
- We're **investing \$3.5 Billion to support more renewables** by 2020.

We are focused on bringing more renewable energy – like solar – to our customers in a way that works for everyone. It's why we believe that growing renewable energy is good for Utah, both now and into the future. Learn more at **UtahSolarWorks.com**.