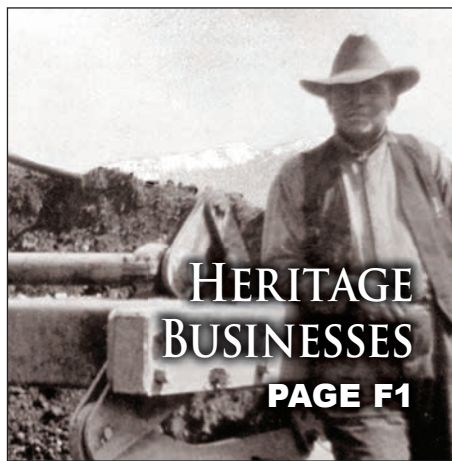


Focus



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SLC benchmarking ordinance aimed at city's carbon footprint

Brice Wallace
The Enterprise

A new Salt Lake City ordinance will require benchmarking and annual measuring of energy use by commercial buildings of over 25,000 square feet.

The city council recently passed the ordinance, proposed by Mayor Jackie Biskupski and the city's Sustainability Department, which is designed to cut energy costs, improve local air quality and reduce the city's carbon footprint.

"This ordinance has been in the works

for over a year," Biskupski said. "Over that time, it's been a case study in collaborative policymaking, and I want to thank all the stakeholders involved. I'm proud that we ended up with a policy that will help clear the air, save building owners' money, improve transparency and reduce Salt Lake City's carbon footprint."

The Energy Benchmarking & Transparency Ordinance has a phase-in of new requirements for commercial buildings over 25,000 square feet. Building own-

see ORDINANCE pg. 18

Salt Lake home prices show no sign of slowing

The rate at which home prices are increasing seems to be slowing slightly — everywhere but in Utah. According to CoreLogic, a California-based property information and analytics firms, home prices in the Salt Lake City market were 11.8 percent ahead of last year in July while nationwide, the increase sits at 6.7 percent. The monthly increase from June to July was 1.2 percent in Utah and 0.9 percent across the country. The CoreLogic Home Price Index (HPI) includes distressed sales such as foreclosures and short sales.

Looking ahead, the CoreLogic HPI Forecast predicts that home prices will increase by 5 percent on a year-over-year basis from July to July 2018, and on a month-over-month basis home prices are expected to increase by 0.4 percent from July to August. The CoreLogic HPI Forecast is a projection of home prices using the CoreLogic HPI and other economic variables. Values are derived from state-level forecasts by weighting indices according to the number of owner-occupied households for each state.

"In July, home price growth in the Pacific Northwest and mountain states led the nation with the highest appreciation rates," said Frank Nothaft, chief economist for CoreLogic. "The sharp increase in prices in Washington and Utah has been especially striking, with home price growth in both states accelerating by 3 percentage points since the beginning of this year."

In an analysis of the country's 100 largest metropolitan areas, based on housing stock, 34 percent of cities have an overvalued housing stock as of July, according to CoreLogic Market Conditions Indicators (MCI) data. The MCI analysis categorizes home prices in individual markets as undervalued, at value or overvalued by comparing home prices to their long-run, sustainable levels, which are supported by local market fundamentals, such as disposable income. Also, as of July, 28 percent of the top 100 cities were undervalued and 38 percent were at value. When looking at only the top 50 markets, based on housing



Members of the Utah delegation learn about a partnership between Rio Tinto and Accenture Innovation Hub during a recent trade mission stop in Singapore. Twenty Utah companies had representatives participate in the trade mission, led by Gov. Gary Herbert. Rio Tinto is partnering with Accenture Innovation Hub in Singapore to create technology-driven solutions to improve efficiency and safety in their operations around the world. Photo by Teren Taniuchi.

Utah firms make connections on trade mission to Far East

Representatives of 20 Utah companies joined Gov. Gary Herbert and others on a recent trade mission to Singapore and Vietnam.

Ten of the private companies participated in Gold Key business matchmaking services facilitated by the U.S. Commercial Service and designed to connect Utah companies with potential clients and part-

ners in both nations.

"Trade missions facilitate opportunities for companies to build connections with potential clients and partners," said Derek B. Miller, president and chief executive officer of World Trade Center Utah. "Singapore

see MISSION pg. 4

see HOME PRICES pg. 5



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FOR DETAILS

Chamber joins forces with Mexican chambers to fight for pacts like NAFTA

Brice Wallace

The Enterprise

The Salt Lake Chamber has joined forces with counterparts in Mexico in an attempt to keep free trade agreements between the U.S. and Mexico in place.

At a recent ceremony at the Utah Capitol, representatives of the local chamber and the Association of Mexican Chambers of Commerce, known as Concanaco Servytur, signed an agreement to show support for the protection of existing free trade agreements,

including the North American Free Trade Agreement (NAFTA). Speakers said NAFTA needs to be updated but should remain in place, despite President Trump saying it probably will be terminated.

The Salt Lake Chamber represents more than 8,000 businesses with more than 500,000 employees. Concanaco Servytur has more than 225 chambers of commerce in 600 cities across Mexico that promotes and defends more than 670,000 businesses.

Lane Beattie, the Salt Lake Chamber's president and chief

executive officer, said Mexico is Utah's third-largest trading partner, with exports to Mexico having grown 231 percent over the past decade. Trade between the U.S. and Mexico totals more than \$4 billion. Business Roundtable recently said that 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.

"It is clear to both the Utah and Mexico business communities that there are overwhelming benefits to trading with our neighbor-

ing countries, and that without it, economic prosperity would otherwise be impossible," Beattie said. "That's why as Utah's 'Voice of Business' that we are emphasizing the importance of doing no harm to the North American Free Trade Agreement.

"While the Salt Lake Chamber believes the existing free trade agreement should be modernized to include key areas like e-commerce and information technology, it is vitally important to Utah's economy that current trade relations are not disturbed. We hope that through this agreement and others, the deep economic ties that support thousands of jobs are preserved and Utah can continue to enjoy the prosperity that international trade provides. ... With one voice, the business community on both sides of our borders are calling for smart reforms where everyone wins and our trade relations are allowed to thrive."

Don Salazar, chairman of the board of the U.S. Hispanic Chamber of Commerce, concurred with the idea of improving, rather than ditching, NAFTA.

"I agree that NAFTA must continue, but, as anything, it needs to be tweaked a bit," said Salazar, whose organization has 4.3 million members, more than 250 corporate partners, 200 chambers and 60 associations. "It's an ancient agreement and we need to modernize and include many of the new facets that we now enjoy."

Salazar stressed that trade with Mexico is "not a new thing," adding that Mexico has been among the top three U.S. trading partners for the past 75 years. "I think the signing of this document is just an affirmation of something that is already vibrant and positive," he said.

Alex Guzman, chairman of the Utah Hispanic Chamber of Commerce, emphasized that agreements like the one signed at

the Capitol benefit everyone.

"When we sign an agreement like this, it's not just for Hispanics," said Guzman, who noted that there are nearly 10,000 Hispanic-owned businesses in Utah.

"Economy doesn't really have any language. Economy doesn't have any culture. The economy and the business opportunities we have in front of us are exactly that: an opportunity to grow, an opportunity to offer, an opportunity to trade, an opportunity to buy, and an opportunity to do sales at the same time," Guzman said.

"We have a lot of things to offer to the world, but, at the same time, the world has a lot of things to offer us, and what we're doing here is just showing our best intentions and interests to put our words in action."

A second round of renegotiation talks on NAFTA took place last week, with little major progress, according to *The New York Times*, although it reported that negotiators believed they could reach a deal by year-end. More talks are scheduled to take place later this month in Canada.

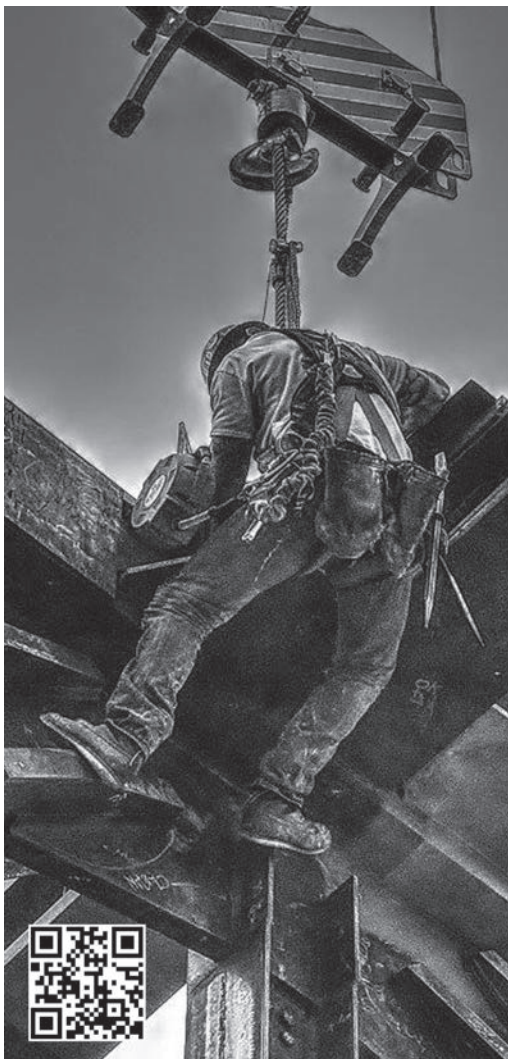
A few weeks ago, Trump described NAFTA as "one of the worst deals that anybody in history has ever entered into," and pledged to renegotiate NAFTA or terminate it. He predicted that "we'll end up probably terminating NAFTA at some point. Probably."

After the signing ceremony, Beattie said he believes Trump will be swayed to retain an improved version of NAFTA, rather than terminate it, once he understands the overall effect it has on trade.

"I think once he sees the impact of all of that, I'm just hoping that as he looks at the whole issue, he starts to realize that, wow, we can modify this so that it is fair for both countries and a benefit to us," Beattie said.



Signers of an agreement supporting free trade agreements between Mexico and the U.S. show copies following the signing ceremony at the Utah Capitol. The group included representatives of the Salt Lake Chamber, the Association of Mexican Chambers of Commerce (Concanaco Servytur), the U.S. Hispanic Chamber of Commerce, the Utah Hispanic Chamber of Commerce and World Trade Center Utah. Photo courtesy the Salt Lake Chamber.



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Sandy's Simplus acquires Basati

Simplus, a Sandy-based provider of quote-to-cash software solutions, has acquired business consulting firm Basati of Orlando, Florida, in an effort to increase implementation support in the financial services industry, the company has announced.

"This acquisition will expand our presence in the Southeast, both in Florida and Atlanta," said Ryan Westwood, CEO of Simplus. "We have already seen a large impact on the growth of our managed services business."

Tim Smith, CEO of Basati, will join Simplus as a senior account executive.

"I am excited to work with Simplus, especially because of the industry expertise, customer service focus and resources of the implementation team," said Smith. "We can now serve our current Basati clients even better and do more for the industry because we have the talent and backing of the Simplus team."

Since receiving funding last year, Simplus has continued to see strong growth with its previous acquisitions of BaldPeak and EDL Consulting. The company has also recently opened an international office in the Philippines and has announced the creation of 100 more jobs.

BLM to proceed with oil and gas lease sales near Dinosaur National Monument

John Rogers
The Enterprise

The Bureau of Land Management has decided to proceed with the sale of oil and gas leases in Uintah County despite doubts from several quarters. Uintah County officials have joined the National Park Service and others in opposition to the energy development that abuts Dinosaur National Monument. The opponents fear that drilling activities will detract from the appeal of the national monument.

The 75 leases along the San Rafael Swell, which will be offered for sale online Dec. 11, encompass approximately 145 square miles. The BLM cited Pres. Donald Trump's goal of increasing domestic energy production in making the announcement last week.

Gov. Gary Herbert has previously voiced concern about three specific lease parcels that abut the 330-square-mile Dinosaur National Monument. Herbert's spokeswoman, Kirsten Rappleye, said the BLM had deferred action

on two of the three parcels but that the third was one of the 75 that will be sold.

"It appears the BLM did a thorough job in balancing out the feedback that the governor shared," Rappleye said in an statement to the Associated Press.

The national monument draws about 300,000 visitors annually, according to statistics from the National Park Service.

In its news release announcing the decision to proceed with the sale, the BLM said energy com-

panies would be required to take steps to protect air and water quality when drilling begins. Other restrictions are designed to reduce light and noise pollution and limit visibility of drilling equipment from the monument, the agency said.

Meanwhile, conservation groups say they'll challenge the BLM's decision. Nada Culver, senior director for agency policy for The Wilderness Society, said the decision continues what her group sees as a disturbing trend

of turning over public lands to the fossil-fuel industry without considering the effects on landscapes she called "irreplaceable."

"Everyone — from the National Park Service, local residents, the governor of Utah, conservation groups like The Wilderness Society — all raised concerns that many of these lands are not appropriate for leasing," she said.

Landon Newell, staff attorney for the Southern Utah Wilderness Alliance, said oil wells on one parcel that could be opened for drilling would be visible from the Dinosaur Quarry visitor center. He said he believes the BLM's decision to open up the San Rafael Swell in central Utah dismisses the region's unique values, "which is an area of rich cultural density, and archeological and cultural value. There's a lot of rock art, there's structures, there's evidence of thousands of years of habitation in this area and that has all been put at risk."

Newell said his group and others will file an administrative protest with the BLM's Utah director before the agency's competitive oil and gas lease sale in December.

30,500 attend doTerra's Global Convention in Salt Lake City

Salt Lake City was full of essential oil enthusiasts last week as more than 30,500 doTerra representatives descended on the Salt Palace Convention Center for the company's Global Convention. Officials of the Pleasant Grove-based direct marketing company said the available convention slots sold out in 72 hours when they were offered earlier this year.

The event was the largest single-company convention ever held in Utah, doTerra officials said. Estimates put the economic impact of the gathering at \$29 million. doTerra said an additional 100,000 company representatives watched via livestreaming.

The convention promoted doTerra's mission statement and values, educated attendees on products, launched new products and company directives and promoted current initiatives, including the firm's Healing Hands Foundation, Co-Impact Sourcing and others. Attendees also heard announcements regarding planned medical clinics and a new Aromatic Plant Research Center.

Keynote speaker Dan Nevins, an Iraq War veteran and decorated soldier, talked to convention-goers about leadership and overcoming adversity. There was also a street party featuring a performance by pop singer-songwriter Rachel Platten.

"This year's convention theme, 'You,' speaks to what I admire most about the people of doTerra: our love of others and commitment to share and give back," said David Stirling, founding executive, chairman and CEO at doTerra. "This annual gathering of our community is a great way to celebrate our collective achievements, learn

about the future of essential oils and get inspired together. We are honored to host Utah's largest-ever single-company convention

and introduce so many people from around the world to our beautiful state."

Attendees were estimated to

have donated over 2,000 hours of service during the convention by creating hygiene kits for disaster areas throughout the week.

SkyWest expands agreements with Delta, Alaska Airlines

SkyWest Airlines has entered into aircraft purchase agreements and capacity purchase agreements to acquire and fly 15 new aircraft with Delta Air Lines and 10 new aircraft with Alaska Airlines. Expected delivery dates of the 25 aircraft run from March 2018 through the end of 2018.

Of the 25 aircraft, 15 Embraer E175 SC aircraft will fly under

an agreement with Delta in a 70-seat configuration. The E175 SC aircraft has an E175 airframe and can be retrofitted to 76 seats in the future. The agreement with Alaska includes 10 Embraer E175s, which will be configured with 76 seats, similar to aircraft SkyWest has previously placed into service with Alaska.

SkyWest expects to invest ap-

proximately \$90 million in cash to acquire the 25 new aircraft and to finance the balance of the purchase price with 12-year fixed-rate debt. These aircraft will be operated by SkyWest Airlines Inc., a wholly owned subsidiary of SkyWest Inc. Sky West Inc. is the holding company for two scheduled passenger airline operations and an aircraft leasing company.



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WTC joins Silicon Slopes in program to attract and retain women in tech jobs

Utah's Women Tech Council (WTC) and Silicon Slopes announced last week that they are working together to create an industry model to attract and retain more women in technology. This model, designed to change tech cultures, will leverage and expand successful diversity and inclusion programs created by WTC while also engaging male executives and boards to help support, encourage and drive initiatives that help accelerate the number of women working for and staying in technology companies, the group said in a press statement.

"Among tech companies, culture is a consistent problem that drives women out of the industry in an average of seven years,"

said Cydni Tetro, president of WTC. "We are committed to helping organizations work together to change cultures, starting here in Silicon Slopes, and build around inclusion and values that leverage the talents of everyone involved, ultimately creating a model for all technology communities."

Over the past decade, WTC has built a community, led by women and men in top technology companies, that focuses on the economic impact of women in technology, the organization said. Its programs drive visibility, networking, mentoring and opportunities for tens of thousands of women working in technology. Working among many of the same organizations, Silicon Slopes

works to empower Utah's tech community of more than 5,000 companies to learn, connect and serve in order to make entrepreneurship open and accessible to all. By coming together, WTC and Silicon Slopes hope to expand their reach and resources to help achieve this initiative and transform technology cultures.

"Attracting and retaining talent is essential to the growth and success of Silicon Slopes," said Josh James, Domo founder and CEO, and board member of Silicon Slopes. "Diversity in leadership creates stronger organizations and ecosystems. This effort is one way to keep our industry moving forward together."

To launch this effort, WTC

and Silicon Slopes will hold joint events with senior executives in technology companies, launch programs focused on attracting and retaining talent and begin a podcast series to continue this dialogue within organizations. These efforts will continue expanding across existing WTC and Silicon Slopes platforms and into new areas.

"Technology companies need

support as they work to make diversity and inclusion a successful part of their organization," said Clint Betts, executive director of Silicon Slopes. "Through these efforts, we will give them the tools and resources to help them successfully make this important change and serve as a catalyst for technology areas beyond Silicon Slopes."

MISSION from page 1

and Vietnam are prime markets for doing business in Asia due to their growing middle classes and ease of doing business. There is a lot of overlap in targeted industries in Utah and these countries, so the opportunities for collaboration are plentiful."

Many Utah companies already do business in Singapore and Vietnam. During the trade mission, the Utah delegation had the opportunity to visit with Rio Tinto representatives in Singapore and stop by Nu Skin Enterprises' Vietnam office. The delegation learned about how Rio Tinto is partnering with Accenture Innovation Hub in Singapore to create technology-driven solutions to improve efficiency and safety in their operations around the world. Singapore is a major distribution and logistics hub, and a gateway to the Asian market. It is ranked second in the world for ease of doing business by World Bank.

The legal team from Provo-based Nu Skin spoke to the Utah delegation about what it means to do business in Vietnam and what it might take to establish a business there from a legal and tax perspective. Vietnam is an attractive location for Utah companies to do business because of its strong GDP growth, large population, fast-growing middle class and political stability.

An important component of the trade mission was foreign direct investment. During the first day of the trade mission, Utah leaders presented to the American Chamber of Commerce in Singapore and potential investors on why Utah is a great place to invest. Several Singaporean businesses interested in locating their companies in the U.S. attended the event and expressed interest in Utah.

"We've had great success establishing strong trade relationships with both Vietnam and Singapore," said Val Hale, executive director of the Governor's Office of Economic Development (GOED). "This trade mission was an important step to discuss specific strategies for mutual collaboration in economic and political initiatives between Utah and these two countries."

The trade mission, supported by WTC Utah, GOED, Zions Bank, the U.S. Commercial Service and the U.S. Small Business Administration, featured participants from both private and public organizations. Participating companies included ApolloDx, Applied Biosensors, BEST Police Training, BiologiQ Inc., BNA Consulting, CBC Advisors, Core-Brace, Innosys Tech, Jacobson Law, M-Vac Systems, Maxtec, Navitus, nView Medical, Optisys, Pacific Rim Consulting, Rhodes Ward Agro, Rio Tinto, Sage Government Solutions, USTAR and Zions Bank.

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HGGC concludes acquisition of Park City's Nutraceutical Corp.

The acquisition of Nutraceutical International Corp. of Park City by HGGC, a middle-market private equity firm based in Palo Alto, California, has been completed, according to an announcement by the company. The final acquisition price was \$41.80 per share in cash. The transaction was originally announced on May 22, and was approved by Nutraceutical's shareholders on August 21.

With the completion of the transaction, Nutraceutical's common stock ceased trading and is no longer listed on the NASDAQ Stock Exchange.

"We are excited to complete our investment in this great company and we look forward to working with the Nutraceutical team in its next phase of growth and evolution," said Les Brown, managing director and chief operating officer of HGGC who now becomes executive chairman of the Nutraceutical. "We are confident there is a tremendous opportunity for the company to continue to build on its strong market position and to bring more great products to its loyal customers," he said.

Concurrent with the closing of the transaction, Nutraceutical founder, chairman and CEO Frank W. "Bill" Gay II has announced his retirement after leading the company for over 24 years.

"Since founding Nutraceu-

tical with other key management 24 years ago, I have decided it's time to spend more time with family and supporting some causes I care about. I truly will miss other members of the Nutraceutical management team, our hard-working employees and all our loyal customers," Gay said. "This is a tremendous company and industry and I will look back fondly on my years at Nutraceutical. I believe that HGGC is the best partner we could have hoped to find and that Nutraceutical's best days are yet to come."

"We have endless appreciation for what Bill Gay has accomplished with Nutraceutical, not only building an incredible company, but also truly helping to shape and professionalize the natural products industry," said Steve Young, co-founder and managing director of HGGC. "We, at HGGC are committed to upholding the high standard Bill has set, and we wish him the best for a well-deserved retirement."

Nutraceutical is a manufacturer, marketer, distributor and retailer of branded nutritional supplements and other natural products sold primarily to and through domestic health and natural food stores. Internationally, Nutraceutical markets and distributes branded nutritional supplements and other natural products to and through health and natural product distributors and retailers. The company sells about 7,500 different products.

Texas company now part of CibusDx

CibusDx Inc., a new Salt Lake City-based diagnostic company that develops food safety platforms, has announced that it has acquired Pronucleotein Biotechnologies of San Antonio, Texas, and licensed the company's ApolloDx diagnostic platform for development and commercialization of a new food safety testing system that can be used at any point in the global food supply chain. The platform can provide results onsite within 30 minutes.

"The new testing system combines ApolloDx's mobile, hand-held medical diagnostic system with Pronucleotein's DNA aptamer assay technology for detecting pathogens in food on-site anywhere in the supply chain, from the farm to production facilities to seaports to the grocery store," said CibusDx CEO Jared Bauer. "Unlike standard lab-based testing, the CibusDx system reduces the time it takes to get results to 30 minutes or less from the current system requiring as long as four days. For consumers, food producers and distributors alike, this preserves the shelf life of food, while maintaining the safety."

The CibusDx food safety testing system aims

to provide food producers and government regulators with a reliable, affordable and convenient point-of-need test system alternative to laboratory-based testing, the company said in a release. The U.S. Food and Drug Administration is implementing the 2011 Food Safety Modernization Act's strategy of moving from responding to outbreaks of food contamination to preventing them.

The World Health Organization reported in 2015 that one in 10 people worldwide, or 600 million, fall ill every year from eating contaminated food and 420,000 die. The Centers for Disease Control and Prevention says an estimated 48 million people get sick within the U.S., 125,000 are hospitalized and 3,000 die each year from food-borne pathogens. CibusDx feels that its new platform and products will help reduce these numbers.

"The CibusDx test strips do not require refrigeration and have an extended shelf life," Bauer said. "They are small and lightweight allowing them to be quickly shipped to any point in the food supply chain."

Bauer anticipates commercialization of the CibusDx system by late spring 2018.

Swire adds Arizona plant to growing footprint

Swire Coca-Cola USA of Draper has completed its acquisition of the Coca-Cola Production Center in Tempe, Arizona, according to a release from the company. The purchase is part of The Coca-Cola Co.'s refranchising process. Swire Coca-Cola's operation of the production facility commenced Aug. 25.

The addition of the Tempe Production Center builds on Swire Coca-Cola's growing footprint in the United States. The Utah-based company now operates in 13 western states. Prior to this purchase, Swire Coca-Cola operated four production facilities. This deal increases Swire

Coca-Cola's workforce by almost 160 employees.

The Tempe Production Center is one of the largest manufacturers of Coca-Cola products in the United States. The plant operates multiple production lines and manufactures almost 40 million cases of beverages annually.

"The addition of the Tempe Production Center will enhance Swire Coca-Cola's overall operations. Having another manufacturing operation in our franchise territory allows us more control and helps us build upon our excellent customer service standards," said Jack Pelo, CEO and president of Swire. "Swire Coca-Cola's amaz-

ing growth — we have quadrupled in size in just over three years — is exciting and bodes well for our continued success. We look forward to continuing to provide the world's most refreshing beverages to people across the West."

Swire Coca-Cola USA is a part of the beverages division for Swire Pacific Limited and sells more than 300 brands across 13 states. The company's territory includes parts of Arizona, California, Colorado, Idaho, Kansas, Nebraska, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington and Wyoming. The company has over 6,500 employees.

HOME PRICES

from page 1

stock, 46 percent were overvalued, 16 percent were undervalued and 8 percent were at value. The MCI defines an overvalued housing market as one in which home prices are at least 10 percent higher than the long-term, sustainable level, while an undervalued housing market is one in which home prices are at least 10 percent below the sustainable level.

"Home prices in July continued to rise at a solid pace with no signs of slowing down," said Frank Martell, president and CEO of CoreLogic. "The combination of steadily rising purchase demand along with very tight inventory of unsold homes should keep upward pressure on home prices for the remainder of this year. While mortgage interest rates remain low, affordability cracks are emerging as over a third of U.S. top cities are now overvalued."

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ASSOCIATIONS

• **Troy Mason** has been named president of the board of directors of the **National Windshield Repair Association (NWR A)**. Mason is chief executive officer of Techna-Glass, which he founded in 1991. The company operates at 44 retail locations in 12 states, employs 258 people and has annual sales of over \$30 million.



Troy Mason

ECONOMIC INDICATORS

• **Roy** is the “most affordable place to live in Utah,” according to a study by financial technology company **SmartAsset**. The third annual nationwide study ranked communities on an index that weighed property taxes, homeowners’ insurance fees and mortgage payments relative to income. Roy had average closing costs of \$2,690; annual property tax of \$1,326; annual homeowners’ insurance of \$434; average annual mortgage payment of \$7,424; and median income of \$62,598. Following Roy on the list were **Clinton, Plain City, Kearns, Stansbury Park, Enoch, North Ogden, Magna, Roosevelt** and

West Point. Details and an interactive map are at <https://smartasset.com/mortgage/how-much-house-can-i-afford#Utah>.

• The beer industry has a total economic impact of \$1.59 billion in Utah, according to a study commissioned by the **National Beer Wholesalers Association (NBWA)** and the **Beer Institute**. Nationally, the industry supports 2.23 million jobs, generates nearly \$350 billion in economic activity and produces \$63 billion in tax revenue. The report indicates that the industry supports 12,690 Utah jobs paying \$491.6 million, and generates \$177.6 million in business and personal taxes and \$93.6 million in consumption taxes.



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EDUCATION/TRAINING

• The **Utah STEM Action Center** has launched the **Utah K-16 Computing Initiative**, designed to address needs for

more high-tech, high-wage opportunities in rural Utah. The initiative provides support to schools and districts to build computing programs. It will target rural communities, where computing skills can be leveraged for working remotely. The initiative was created in partnership with industry, the **Utah State Board of Education, Talent Ready Utah** and the **Utah STEM Action Center**.

FINANCE

• **Snap Finance**, Salt Lake City, has secured what it says is the largest bank revolving credit facility ever for a private consumer lease-to-own company. The \$100 million facility will enable Snap Finance to service more than \$1 billion in lease-to-own finance agreements. The fintech company provides lease-to-own financing at the point of sales to customers of e-commerce and brick-and-mortar merchants. The company serves over 10,000 merchant partners. The credit facility is being provided by a syndicate consisting of **BMO Harris Bank, First Tennessee Bank** and **BankUnited**.

HEALTHCARE

• **Intermountain Healthcare** has appointed **John Wright** as vice president of supply chain. Wright most recently was vice president of supply chain at MedStar Health in Maryland. He also has worked in supply chain roles at Bon Secours, Cardinal Health and Inova Health System. Intermountain’s supply chain organization operations encompass category management, purchasing, services, logistics and materials management employing over 700 people.

LAW

• **Michael Best** has expanded its Salt Lake City office with the addition of six attorneys from the law firm of Kruse Landa Maycock & Ricks (KLMR) LLC. **James Kruse, Kevin Timken** and **Lyndon Ricks** join as partners in the Corporate & Transactional Practice Group, alongside **Betsy Voter**, who joins as senior counsel. **Ellen Maycock** and **Jennifer Falk** also join as partners in the firm’s Litigation Practice Group and will continue to

practice family law. Kruse has more than 40 years of experience with corporate, securities law and broker-dealer regulation. Timken focuses his practice advising public and private companies on various securities matters, equity financings, commercial transactions and regulatory compliance and has experience managing broker-dealer compliance, particularly regarding resales of restricted securities, and regulatory enforcement defense with the SEC and CFTC. Timken received his J.D. from the University of Utah College of Law. For more than 30 years, Ricks has advised clients on general corporate and commercial transactions, securities matters, domestic and international acquisitions and divestitures. He earned his J.D. from Brigham Young University’s J. Reuben Clark Law School. Voter focuses her practice on financial regulatory compliance and corporate securities law. She served as in-house counsel to a broker-dealer prior to joining KLMR. Voter received her J.D. from the University of Utah’s S.J. Quinney Law School. Maycock has more than four decades of commercial litigation and family law experience. She received her J.D. from the University of Utah’s College of Law. Falk divides her practice between family law and litigation matters. As an advocate of her family law clients, she represents them through complex divorces, division of property, alimony and custody matters. She also advises clients in both government and private sectors on complex labor and employment matters. Falk’s education includes a J.D. from the University of Utah’s College of Law.

• **Cordell & Cordell** has hired associate attorney **Jake Cowdin** for its Clearfield office. Prior to joining the firm, Cowdin practiced family law, criminal



Jake Cowdin

defense, social security disability and general litigation. He is the third attorney for the Clearfield office. The firm has more than 250 attorneys in more than 95 offices in the U.S.

PHILANTHROPY

• Several Utah companies and company-related organizations have contributed to relief efforts tied to Hurricane Harvey. **Ultradent Products Inc.**, South Jordan, donated \$250,000 to the **Saint Bernard Project (BSP)** in response to the Hurricane Harvey damage. BSP will use the funds to aid in the rescue, relief and rebuilding efforts. Ultradent also launched a discount program to help dentists whose practices have been damaged by the hurricane. On Aug. 28, it began offering dentists negatively affected by Hurricane Harvey \$500 worth of free product, with 40 percent off all consumable products and 15 percent off all equipment purchases exceeding the initial \$500. The **USANA True Health Foundation** donated \$130,000 to be used for food, nutrition and other aid through the foundation’s longtime partners, the **Children’s Hunger Fund** and **International Relief Teams**, as well as Houston-based officials who will assist in distribution. The foundation will be able to distribute 27 pallets of food equaling over 15,000 meals. The **KeyBank Foundation** made a \$100,000 donation (\$50,000 each) to the **American Red Cross** and the **Houston Food Bank** in support of the relief efforts. Personal donations to the American Red Cross by KeyBank employees across the bank’s 15-state territory will be matched by the KeyBank Foundation. **Extra Space Storage Inc.**, Salt Lake City, said it would provide the first month of rent free on new rentals at affected locations in the greater Houston area in September, and that it would waive the administrative fee on new rentals. The company said shortly after the storm that 30 of its properties totaling 2.6 million net rentable square feet and 20,000 units had reopened in the area but that four with 375,000 net rentable square feet and 2,500 units remained temporarily closed.

• All 58 **Kneaders Bakery & Café** locations nationwide

see BRIEFS next page

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Industry Briefs

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will sell elephant-shaped sugar cookies and “Hope Fights Childhood Cancer” campaign-themed retail items to benefit cancer research. All proceeds from the cookie sales and a portion of the retail items sold both online and in-store will be donated to **Dr. Joshua Schiffman** and his team at the **Huntsman Cancer Institute**, helping to further exploration into what role the elephant protein called p53 might play in the fight to end childhood cancer. Kneaders raised approximately \$145,000 for the research through sales of the cookies in 2016.

RECOGNITIONS

• **Utah Valley University’s “Roots of Knowledge”** has earned a **CODAAwards “People’s Choice”** honor. The fifth annual awards program,

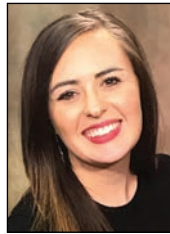
by CODAworx, celebrates the top 100 design projects that most successfully integrate commissioned art into interior, architectural or public spaces. “Roots of Knowledge” was one of 44 entries in the education category and was chosen as one of two winners. “Roots of Knowledge” is a stained-glass panorama that explores humankind’s quest for knowledge since the dawn of time. The 80 individual panes total 10-30 feet in height and 200 feet in length, and involved the work of 40 artists, 25 faculty and 350 UVU students. It was unveiled last November.

RETAIL

• **Marsha Gilford** has been promoted to regional director of corporate affairs for **The Kroger Co.** Gilford previously was vice president of public affairs for the Smith’s Food & Drug Store Division. She will oversee the Southwest Region



Marsha Gilford



Aubriana Martindale

Aubriana Martindale has accepted the position of corporate affairs manager for **Smith’s Food & Drug Stores**, succeeding Gilford. She will oversee 142 Smith’s Food & Drug Stores throughout seven states of operation in media, external communications, philanthropy and community relations. She joined the Smith’s

of the U.S., comprising the Fry’s, Smith’s, Dallas, Dillons and Houston divisions of Kroger. She joined Smith’s in 1992 as public relations manager for the Smith’s Division, after a career in television advertising sales and cause marketing.

corporate affairs department in 2014 as public affairs coordinator. Martindale graduated from the University of Utah with a bachelor’s degree in mass communications.

SCHOLARSHIPS

• **Eric Weiss** of Sandy is one of 22 Class of 2017 **Mister Car Wash** scholarship recipients nationwide. The scholarships

are open to eligible company employees and their dependents in 21 states. The scholarships total \$25,000. Weiss attends Utah Valley University.

TECHNOLOGY/LIFE SCIENCES

• **Qualtrics** has appointed



Lori Kun

Lori Kun as head of social impact. In the newly created position, Kun will lead all of the company’s social impact initiatives, including “5 For The Fight,” a campaign to raise \$50 million for cancer research. Since 2008, Qualtrics has donated \$1.9 million to cancer research. Kun previously was director of development at Huntsman Cancer Foundation and worked at the Salt Lake Organizing Committee for the 2002 Olympic Winter Games.

NorthMarq Capital Opens its 37th Office in Salt Lake City

We are pleased to announce the acquisition of Western Capital Realty Advisors, a leading commercial mortgage banking firm in Salt Lake City. Founder John Bradshaw will join as managing director along with his highly experienced staff of five. The team will leverage NorthMarq Capital’s deep lender relationships including Freddie Mac, Fannie Mae, and FHA/HUD to support the office’s existing and new borrower clients.



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Nate Barnson
VICE PRESIDENT
801.273.4103



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VICE PRESIDENT
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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.

Sept. 11-12

Salt Lake County Chamber Education Series, a Salt Lake County Regional Economic Development event designed for local chambers and nonprofit 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. 12

ACG (Association for Corporate Growth) Utah Breakfast Meeting. Networking begins at 7:15 a.m. Breakfast and speaker begin at 7:45 a.m. Speaker is Jonathan Spira, chief financial officer, Nikola Motor Co. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at <https://www.acg.org/utah/events/september-12-breakfast-meeting-jonathan-spira>.

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

2016-17 Economic Development Corporation of Utah (EDCUtah) Annual Meeting. Event will feature a review of the organization’s accomplishments during the past year, presentation of the 2016-17 annual report, recognition of award winners and discussion of the 2017-18 strategic recruiting plan. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at <http://edcutah.org/annual-meeting>.

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

Connect 4 Lunch, a Sandy Area Chamber of Commerce networking event. Location is Asian Star, 7588 Union Park Ave., Midvale. Cost is \$15 for members, \$20 for nonmembers. Details are at sandychamber.com.

Sept. 13, 6:45-9 p.m.

Young Professional Networking Social, presented by the American Institute of Architects Young Architects Forum (YAF), Certified Commercial Investment

Members (CCIM), Society of Marketing Professionals Services Emerging Professionals (SMPS), Eccles School of Business Masters of Real Estate Development (MRED) and the Urban Land Institute (ULI) Young Leaders Group. Designed for young professionals (under age 40). Location is Topgolf, 920 Jordan River Blvd., Midvale. Cost is \$25 for members, \$35 for nonmembers. Registration is available at utah.uli.org and affiliated group websites.

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.slccsem.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, 9-10 a.m.

Cloud Tools & Resources Workshop, a West Jordan Chamber of Commerce event. Location is West Jordan City Hall, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.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 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. 14, 5:30-6:30 a.m.

WordPress Workshop, a Small Business Development Center (SBDC) event. Speaker is Velda Christensen. Location is Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

Sept. 14, 6-8 p.m.

“Business Essentials,” a Small Business Development Center (SBDC) event. Speaker is Camille Pendleton. Location is Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

Sept. 14, 6:30-8:30 p.m.

“Strengthening the Impact of Girls & Women: Resilience, Social Media and Bias,” a Utah Women & Leadership Project (Utah Valley University) event. Activities include speaker Kyle Reyes, special assistant to the president for inclusion and assistant professor of education, discussing “Making the Glass Ceiling Visible: Unconscious Bias and Advancing Opportunities for Women.” Location is UVU’s Ragan Theater, 800 W. University Parkway, Orem. Free. Registration can be completed at Eventbrite.com.

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

SLC Angel Worx, a VentureCapital.org event. Speakers are Sam Bernards, chief executive officer of Purple; and Mike Levinthal, independent venture capitalist. The Angel Worx report consists of all the investment activity by Utah’s angel groups and early-stage venture firms. Location is Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Cost is \$45. Registration can be completed at Eventbrite.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. 16, 9-11 a.m.

“What Type of Insurance Do You Need for Your Business?” a SCORE event. Location is Salt Lake City Main Library, 210 E. 400 S., Conference Room, Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Sept. 19-21

Pluralsight Live, presented by Pluralsight and featuring discussions about emerging technology, digital strategy and maximizing the Pluralsight platform to reach goals. Among the speakers is former first lady Michelle Obama on Sept. 21. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$1,299. Details are at <https://www.pluralsight.com/event-details/2017/live-2017>.

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

Multi-Chamber Women in Business Luncheon. Location is Riverton Hospital, Riverton Classroom (northeast), 12600 S. Bangerter Highway. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at www.swchamber.org/wib.

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, noon-1:30 p.m.

“Steps to Maximizing Value to Sell Your Business,” presented by Durham Jones & Pinegar and CBIZ MHM. Speakers are N. Todd Leishman, shareholder at DJP; and Justin Stevenson, audit manager at CBIZ MHM. Location is Durham Jones & Pinegar, 111 S. Main St., Suite 2400, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Sept. 19, 2-4 p.m.

“How to Form an LLC” Workshop, a SCORE event.

Location is SCORE Downtown Branch, 310 S. Main, South Mezzanine, Salt Lake City. Cost is \$85. Details are at <https://www.sba.gov/tools/events>.

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. 19, 6 p.m.

“Product! Made In Utah (Why Not?),” a Silicon Slopes event in partnership with Access-SaltLake focusing on the challenges of bringing manufacturing jobs back to Utah. Activities include a fireside chat with Susan Peterson, Freshly Picked, and a panel featuring Brian Sather, Blacksmith International (moderator); Eric Child, FiberFix; Kory Stevens, Taft; and Paige Smith, Kindrid Oak. Location is Zions Bank Founder Room, 1 S. Main St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Sept. 20, 8 a.m.-4:30 p.m.

“Boots to Business: Reboot,” a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Location is Salt Lake Community College’s Miller Corporate Partnership Center, 9690 S. 300 W., Room 333, Sandy. Free. Details are at <https://www.sba.gov/tools/events>.

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, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Speakers include

CALENDAR

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Jerry Bovee, WSU director of athletics; Jay Hill, head football coach; and Randy Rahe, head men's basketball coach. Location is Weber State University, Stewart Stadium Sky Suites, fourth floor, 3870 Stadium Way, Ogden. Cost is \$10 for chamber members and guests, free for first-time guests. Details are at ogdenweberchamber.com.

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

Quickbooks Workshop, a Small Business Development Center (SBDC) event. Speaker is Tory Norman. Location is Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

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

Tax Planning Workshop, a Small Business Development Center (SBDC) event. Speaker is Brandon Allfrey. Location is Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

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, 7:30-9 a.m.

"Technical Advisory Panel Findings and Next Steps for the Salt Lake Civic Center Campus," a ULI (Urban Land Institute) Utah event focusing on the Main Library and Library Square block, the center of Salt Lake City's "Civic Campus." Speakers include Lia Summers, senior advisor for arts and culture, office of Mayor Jackie Biskupski; Jesse Dean, director of urban development, Downtown Alliance; and Christine Richman, GSBS Consulting and past chair of the ULI Utah District Council. Location is 50 West Café, 50 Broadway, Salt Lake City. Cost is \$30 for members, \$45 for nonmembers (\$15 more after Sept. 19 and onsite). Details are at <http://utah.uli.org/event/technical-advisory-panel-findings-next-steps-salt-lake-civic-center-campus/>.

Sept. 21, 8 a.m.-5 p.m.

Small-Business Employer Tax Withholding Workshop, a Salt Lake Small Business Development Center event. Location is Salt Lake Community College's Miller Corporate

Partnership Center, 9690 S. 300 W., Room 333, Sandy. Cost is \$15. Details are at <https://www.sba.gov/tools/events>.

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

WBN Luncheon, a Utah Valley Chamber event. Speaker C. Jane Kendrick, writer, blogger, columnist, speaker and community activist, will discuss "Are You Using Your Business For Community Building?" Location is Utah Valley Home Builders Association, 1443 W. 800 N., No. 202, Orem. Details are at thechamber.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 from Planet Fitness will discuss "Fall 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. 25-26

"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. Activities take place 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.

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, 9-10 a.m.

SBA 8(a) Program, a U.S.

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Business Tech

Some day your IT guy will leave; make sure he documents everything he knows

It's an awesome thing to have an IT guy that knows your business. They can solve problems faster, they know the background and understand why things are happening. They even understand some of the personalities involved and can respond accordingly. Knowing all about the network makes them better at their jobs. They have all the data in their head they need to do their work.

Here's the challenge: What happens when that guy quits, gets sick or is out of the office?

There are a multitude of systems that still need maintenance. Things continue to break. There may be a complex networking of firewalls and switches and a stack of servers that need managed. There are accounts with multiple vendors and programs, software licensing on all machines — and a ton more.

The problem is that every password, every IP address, every configuration and every nuance of your network is in your IT guy's head. Nobody else knows about it — or if they do, they have bits and pieces. There isn't a way to gather the data you need. It's a mess.

This could potentially have a huge impact on your business. The worst-case scenario is that you have an outage before a

replacement solution is in place. Then you have a new IT guy that doesn't know anything about your network trying frantically to piece the puzzle together. The downtime your business experiences in the meantime is costly.



MIKE HERRINGTON

Don't let it happen to you. Here's what to include in your IT documentation and how to ensure a smooth transition:

Write "IT" down. Regardless of whether your solution is with in-house IT or an outsourced managed-service solution, they should be carefully documenting the environment. IT changes rapidly, so the documentation should be kept up to date in real time.

When passwords change, the documentation should be updated. When systems are swapped out, the documentation should be updated.

In addition, this documentation should be available to business owners and executives at all times. It should be kept in a format that is easily accessible and written in plain English and not technical jargon.

Here's what needs to be included: Location (physical) and IP address of all network hardware. This would include servers, switches, firewalls, wireless, NAS devices

and network printers. It also needs to include instructions on how to connect to and manage each of these devices, including needed usernames and passwords.

It should also include information on all software used on the network and how to install and administer it. If there is a repository with software installs on the network, that should be noted along with specific instructions for configuration.

There should be knowledge-based articles that detail solutions to common problems on the network. This helps eliminate reinventing the wheel for problems that have already been solved.

There should be documentation that identifies any key software applications not housed onsite, such as Office 365 or other SAS platforms. They should include login information as well as administration instructions.

Notes on active directory are also helpful. This will help IT know how to assign permissions based on roles and manage network access as employees are hired and let go.

Backup policies should be well documented. There should be notes on what software is used for backups, how they are tracked and how IT is notified if there is a failure with backups.

Solutions for remote access to the network should also be documented. Whether you use a terminal server, VPN or a secure remote gateway there should be documentation on how to access and administer these solutions.

There should also be a detailed IT inventory that allows you to know the current location and status of all your hardware assets at a given time.

IT guys don't always keep the best records. You don't want all the important information about your network in one guy's head. A quality managed-service provider will document your network. If you are currently engaged with one, ask them to see the documentation they have on your network. If they can't produce any, that should be a huge red flag.

Hold your IT guy accountable for documentation as part of his job. This will ensure smooth transitions and limit downtime when he decides to take another job or you decide to change solutions. Get it out of his head and down on paper. As part of your overall IT strategy, this helps eliminate risk to your organization by ensuring that you could carry on no matter what happens.

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

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CALENDAR

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

Sept. 26, 10-10:30 a.m.

"The Historically Underutilized Business Program," a U.S. Small Business Administration event about HUBZones. 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>.

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, 6-8 p.m.

Salt Lake City Tech and Startup Networking Mixer, a KNW Media event. Location is Lake Effect, 155 W. 200 S., Salt Lake City. Registration can be completed at Eventbrite.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. 28-30

Startup Weekend Ogden, a Techstars Startup Programs event that brings together designers, developers, marketers and startup enthusiasts from across the state and beyond to share ideas, form teams and launch business ventures. Location is Weber State University Downtown, 2214 Washington Blvd., Ogden. Details are at <http://communities.techstars.com/usa/ogden/startup-weekend/10414>.

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 westjordan-chamber.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. State St., Murray. Details are at murraychamber.org.

Sept. 29, noon-1:30 p.m.

Startup Conversation, a Silicon Slopes event featuring Ryan Caldwell, founder and chief executive officer of MX, and Dave Bateman, chief executive officer of Entrata. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

Oct. 1-4

41st GRC Annual Meeting & GEA GeoExpo+, presented by the Geothermal Resources Council and the Geothermal Energy Association. Annual meeting includes keynote addresses and more than 70 hours of technical presentations, workshops, field trips, a plenary session, networking events and more. GeoExpo+ features exhibits by geothermal companies. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Details are at <https://geothermal.org/meet-new.html>.

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

see CALENDAR next page



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CALENDAR

from previous page

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. Cost is \$60. Registration can be completed at utahoutdoorsummit.com.

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

"Pay the IRS Less Without Going to Jail," a Salt Lake Small Business Development Center event. Location is Salt Lake Community College's Larry H. Miller Campus, Corporate Partnership Center, Room 110, 9690 S. 300 W., Sandy. Cost is \$15. Details are at <https://www.sba.gov/tools/events>.

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

Outdoor Rec Startup Contest Final Pitch Event, a Grow Utah event that is the final pitch event for the \$150,000 Outdoor Rec "Concept to Company" Startup Contest. Location is Simmons Entrepreneur Center, 450 S. Simmons Way, Kaysville. Free and open to the public. Registration can be completed at Eventbrite.com.

Oct. 6

Scavenger Hunt & Chili Cook-Off, a Murray Area Chamber of Commerce event. Location is Hoopes Events, 5001 S. Commerce Drive, Murray. Details are available at (801) 263-2632 or by emailing stephanie@murraychamber.net or island-marilee@yahoo.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

see CALENDAR page 19



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Opinion

Do the superhero thing, deal with spending; Don't kick the can down the road

Treasury Secretary Steven Mnuchin claims he has been using his “superpowers” to keep the federal government from defaulting on its debt since April, when the federal debt hit the debt ceiling. This self-labeled superhero is trying to give lawmakers some time until they raise the debt limit, letting them continue to spend above their means. In reality, the superhero thing to do would be to persuade Congress to implement some fiscally responsible reforms that would get us out of the mess we’re in, including the perpetual debate about the debt ceiling.



VERONIQUE
de RUGY

As of today, the federal government owes nearly \$20 trillion to foreign and domestic investors. According to the Congressional Budget Office, this is just the beginning; by 2047, our debt will be 150 percent of our gross domestic product — up from a little over 100 percent today — thanks primarily to an aging population and poorly structured entitlement programs. Call me crazy, but I think these numbers speak for themselves, in terms of our need to stop spending money we don’t have.

Ironically, the debt ceiling hasn’t done

much to limit debt accumulation. It was raised 78 times between 1962 and 2012. It was even suspended altogether during the past three years. Not only is the debt ceiling on the rise but also over time the speed of its rise is increasing. From 1989 to 2001, on average, the debt ceiling was raised by over \$250 billion per year. Between 2002 and 2012, the average debt ceiling increase not only climbed every year but also reached over \$1 trillion per year, more than double its previous maximum. (Note: These data don’t include the years 2013-17, as the debt ceiling was suspended numerous times in that period.)

The importance of the debt ceiling, however, is less about the role it plays as a constraint on the debt and more about the way it forces a conversation about our debt problem and the need for a solution.

To Mnuchin’s credit, unlike his two immediate predecessors, he didn’t claim that the debt ceiling had to be raised the minute our debt hit the limit on April 28. Instead, without any drama, he promptly implemented a series of measures (these measures are what he calls his superpowers)

to allow more time for lawmakers to raise the debt ceiling. Unfortunately, like his predecessors, he’s taking the easy road and asking Congress for a “clean debt ceiling increase” before we hit the Sept. 29 deadline.

The refusal to include institutional reforms and spending caps along with an increase in the government’s borrowing authority is, of course, how we got in this mess in the first place. I understand that lawmakers would rather spend as if there’s no tomorrow, but I’d hope that the treasury secretary would be more realistic. Apparently not. Mnuchin is no different from his predecessors in failing to demand that we stop kicking the can down the road, forcing future generations to somehow address the problem instead.

During a hearing in July, Mnuchin announced that he has no intention of prioritizing payments to avoid a default until lawmakers reach an agreement about what measures should be used to pay for some of that new future debt. “I think that doesn’t make sense,” he noted. “The government should honor all of its obligations and the debt limit should be raised.”

I agree that we shouldn’t default on

our debt, but doing nothing to control government spending is what doesn’t make sense. Besides, as the secretary must know, Treasury can prioritize payments, starting with interest on our debt. Last October, Treasury collected \$222 billion, and interest payments were \$23 billion, leaving plenty of money to pay for the military, Social Security, Medicare, Medicaid and some non-defense discretionary spending. Something similar will happen this October once we breach the debt ceiling. So, unless Treasury wants us to default, we won’t.

But make no mistake; the negative effects of failing to control our future debt — such as slow growth, higher unemployment and higher taxes — won’t be felt immediately, but they’ll be real for future generations. As such, the superhero thing to do is to call for action today rather than continue decades of unaccountable, unlimited funding for bloated and unsustainable entitlement programs, such as Medicare and Social Security.

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

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Who'll help me find a cause and pick some leaders for a new Realist Party?

An optimist is hopeful and confident about the future. A realist is a person who accepts the situation as it is and is prepared to deal with it accordingly. I am optimistic realist.

For many years I have held the belief that there is absolutely no difference between a Republican and a Democrat when it comes to taxing and spending. At this point in time they have upped the ante and lost sight of reality — and it is up to all of us to correct the situation.

Let’s start a third party: the Realist Party. The basic plank of our party will be common sense. I have read Thomas Paine’s booklet *Common Sense* many times. In just 48 pages, Paine ignited the passion of the colonists to overthrow their king and create a federal government — and the United States of America was born.

Years ago I sat in a sales class put on by the 3M Co. titled “The Old is Forever New.” The concept being presented was that we can look back into history and with small modifications, can improve our sales techniques. I used “the old is forever new” technique for decades to improve sales at our company. With that in mind, let’s begin to build the Realist Party into a force to be reckoned with.

The American Revolution is the model that I suggest we use to form our party. First, we must create a board of directors that performs the same functions that the

Sons of Liberty did in August 1765. The board will craft the mission statement and recruit 435 “truth tellers” — one for each congressional district — to ignite the passions of our constituency.

The truth tellers’ mission will be to recruit and motivate small groups of seven individuals who will man the barricades. Why seven? Because that’s the optimal size of a group to get things done, according to Marcia W. Blanko, Michael C. Markus and Paul Rodgers of the *Harvard Business Review*.

History has demonstrated that when people get too much power, things go to hell. Nazi Germany, Stalin’s Great Purge and the Roman Empire illustrate this point. With this in mind, the Realist Party must break new ground when it comes to political parties. Yes, I realize that I am not following the “old is forever new” principal in totality, but in times of crisis, new ideas must be tried.

The Realist Party will term-limit everyone from the board of directors to the truth tellers. There will be no paid staff, but we will recognize those who have done an exceptional job. Since we are a grassroots movement, we do not need to advertise. We will hand out fliers to use as a prop to start a conversation with our fellow citizens and use the Internet to publish documents that our party members create that are similar to Thomas Paine’s *Common Sense*.

The Sons of Liberty used the British-imposed Stamp Act of 1765 to rally the troops. The Stamp Act of 1765 was origi-

nated to pay for a British failed war. It demanded that the colonists pay a tax on every piece of paper that they used. The underlying actuality was taxation without representation. Obviously this technique works and we need to do the same and come up with a similar campaign.

There are so many affronts to human dignity presently that there must be one cause out there that will work. Here’s where I need help. I implore you to email me your ideas on how to proceed in figuring out what’s a great slogan and/or cause. It’s got

to be tied to a basic need of citizens that is not being met now. For instance, are we being taxed too heavily or are we losing our individual freedom.


“True individual freedom cannot exist without economic security and independence. People who are hungry and out of a job are the stuff of which dictatorships are made.” - Franklin Delano Roosevelt

Robert Pembroke is chairman of Pembroke’s Inc. and characterizes himself as being on a permanent sabbatical. He can be reached at pembroke894@gmail.com.



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ORDINANCE

from page 1

ers must have a benchmark of their energy consumption and report it to the city in May 2020. Commercial buildings of 50,000 square feet or more must benchmark and report by May 2019. Energy consumption reports going forward will be required annually, with owners using free online Energy Star Portfolio Manager software, with automation services made possible through local utilities Rocky Mountain Power and Dominion Energy.

The Portfolio Manager tool will give

buildings an energy score from 1 to 100, with anything 75 or above considered to be high-performing. The score gives buildings a standard metric through which to gauge their performance over time as well as against buildings of similar use and type. It also allows building owners and managers to identify if their buildings are good candidates for voluntary efficiency improvements to reduce energy waste and air pollution.

Starting in 2020, the city will publish a list of all commercial buildings receiving an above-average Energy Star score — 50 or above — and building owners will have the option of displaying their actual scores. Energy Star-certifiable buildings — those

with a score of 75 and above — will automatically be contenders at the annual Skyline Challenge Awards, an event that honors the top energy efficiency leaders in Utah.

The ordinance also will create a resource center, housed in the Sustainability Department, to help building managers understand the range of tools and incentives available to voluntarily upgrade equipment to reduce costs and prevent pollution.

Salt Lake City already has begun benchmarking of municipal buildings, with its Energy Star score to be reported in 2018.

The ordinance is projected to save local buildings owners \$15.8 million in an-

nual energy costs and eliminate more than 29 tons of criteria pollutants from Salt Lake City's air annually.

"This ordinance is a win-win," said Vicki Bennett, director of the Sustainability Department. "It requires certain buildings to undertake mandatory measurement of their energy use and report it to the city. That is all. It's then up to building owners and managers to decide if they want to make voluntary energy-efficiency improvements that will save them money."

"We think they will, after seeing the dollars and cents they'll save. Increasing the number of buildings saving energy will then go a long way to clearing our air and reducing Salt Lake City's carbon footprint."

The Utah Department of Environmental Quality has said that homes, restaurants, small businesses and commercial buildings contribute 39 percent of the Salt Lake Valley's air pollution on a typical winter day. Commercial buildings supply 10 percent of that.

Analysis from the city's Department of Sustainability and the nonprofit City Energy Project indicates that the ordinance will cut an estimated 29 tons of nitrogen oxides — a key contributor to wintertime air pollution — from the air each year. More gains can be realized if building owners voluntarily tune-up their buildings or install new equipment.

"Nonresidential buildings represent 51 percent of Salt Lake City's community-wide carbon footprint," said Kevin Emerson, director of energy efficiency programs for Utah Clean Energy, a local nonprofit. "By adopting this innovative policy, Utah's capital city is leading the way to help improve air quality and lower climate emissions by using market forces to encourage greater levels of energy savings in large buildings."

"Utah Clean Energy has long worked to reduce energy waste from our homes and buildings and this ordinance is a giant leap forward in reducing unnecessary pollution from buildings in a way that also benefits businesses' bottom line."

Utah Clean Energy said Salt Lake City is the 25th U.S. city to enact a policy of this type and called it "a big win and vital step forward for Salt Lake City's air quality and economy."

The ordinance also helps the city achieve its "Climate Positive" goals of transitioning the community to 100 percent clean electricity by 2032, followed by an overall greenhouse gas reduction of 80 percent by 2040.

"The city's carbon reduction goals are aggressive, but they are completely attainable with strategies like this to reduce emissions," said council member Erin Mendenhall. "Cities use these types of programs and tools effectively across the country to improve air quality, and those cities are successful at attracting talent and economic development, because this is important to people."

Among business leaders who submitted comments to the city in favor of the ordinance are Bob Best of commercial real estate company JLL; Hanko Kiessner of Packsize; Kenner Kingston, president of Arch Nexus; and Adam Knoff of commercial real estate company Unico Properties.

Details about the ordinance are at www.slccgreen.com/elevatebuildings.



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CALENDAR

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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. 11, 3-5 p.m.

"Doing Business with the New Salt Lake City Airport," a Salt Lake Chamber "Business Essentials" event. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at slchamber.com.

Oct. 11, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Snowbasin Resort, 3925 E. Snowbasin Road, Huntsville. Cost is \$10 for chamber members and guests. Details are at ogdenweberchamber.com.

Oct. 12-13

2017 White Collar Crime Conference, an Association of Certified Fraud Examiners Utah Chapter event. Theme is "Expanding Our Influence: Obstructing Fraud." Event features keynote presentations by James Ratley, president and chief executive officer of Certified Fraud Examiners; Tiffany Couch, principal at Acuity Forensics and author of *The Thief in Your Company*; and Kevin McCarthy, author of *Why Good People Make Bad Decisions*. Location is Mountain America Credit Union Tanner Building, 7167 Center Park Drive, West Jordan. Cost is \$329. Details are available by emailing board@utah-acfe.org.

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. 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 speakers include Javier Palomarez, chief executive officer of the U.S. Hispanic Chamber of Commerce; and Ana Navarro, political contributor to CNN, ABC News and Telemundo. "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



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TECHNICAL

Oracle America, Inc. has openings for **Technical Analyst-Support** positions in Lehi, Utah. Job duties include: deliver solutions to the Oracle customer base while serving as an advocate for customer needs; offer strategic technical support to assure the highest level of customer satisfaction. Apply by e-mailing resume to himesh.chaudhari@oracle.com, referencing 385.20972.

Oracle supports workforce diversity.

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

members, \$25 for nonmembers. Details are at westjordanchamber.com.

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

Multi-Chamber Women in Business Luncheon. Location to be announced. Cost is \$20 for

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