

## OF NOTE



### Soda pop sticker shock

Shoppers in Seattle are reeling at the price tags on beverages that contain sugar at local grocers. The city's new "Sweetened Beverage Recovery Fee" went into effect on Jan. 1, adding 1.75 cents per ounce to the price of sweet drinks. That makes a 24-can case of Coke more than \$5 more expensive than its diet counterpart.

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Despite a huge main convention hall and a spillover room, the best viewing spot for some attendees at the Silicon Slopes Tech Summit's opening session was to stand in the back doorway. The second year of the event attracted more than 14,000 to the Salt Palace Convention Center in Salt Lake City.

## Summit makes history with largest Utah tech crowd ever

### Brice Wallace

The Enterprise

People involved in Silicon Slopes are known for their big ideas and supreme confidence — some might say hubris — but the turnout for the organization's recent Tech Summit in Salt Lake City left them expressing a combination of pride and shock.

Last year's inaugural summit drew a little over 5,000 people to the Salt Palace Convention Center, despite only a month's worth of preparation. Silicon Slopes' executive director, Clint Betts, and several tech company CEOs seemed astonished that this year's event topped their goal of 10,000 on the way to 14,270.

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## Unemployment matches lowest rate in December

Utah's jobless rate dropped by one-tenth of a percentage point in December, matching its low point of 3.1 percent, achieved in March and April of last year. That means that 49,700 Utahns were actively seeking a job in December, according to the Department of Workforce Services.

The national unemployment rate remained unchanged in December at 4.1 percent.

Utah's nonfarm payroll employment for December grew by an estimated 2.7 percent, adding 38,800 jobs to the economy since December 2016. The current number of employed residents now sits at 1,497,600, the department said.

"With a full picture of 2017, Utah's economic performance compared favorably to the rest of the United States," said Carrie Mayne, chief economist at the Department of Workforce Services. "Utah's labor market experienced a solid year of steady, sustainable expansion with job growth averaging 3.1 percent and unemployment at 3.5 percent."

Utah's private sector employment grew by 2.8 percent year-over-year with the addition of 33,500 positions. Seven of the 10 private sector industry groups measured in the establishment survey posted net job

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## Intermountain leading effort to fix drug problem

### Four major hospital chains join forces to solve problems of drug shortages, high prices

### John Rogers

The Enterprise

Four major U.S. hospital systems — led by Utah's Intermountain Healthcare — are planning to launch a nonprofit company to produce generic drugs in what the organization characterizes as a bid to fix a situation

where soaring prices and drug shortages have hampered medical care. The nonprofit systems said the new firm will seek Food and Drug Administration approval to manufacture and market generic drugs or, alternatively, buy FDA approvals from other companies. Actual drug manufacturing will likely come from existing drug companies, according to a release from the hospital chains issued through Intermountain.

In addition to Intermountain, the other hospital systems are faith-based Ascension and SSM Health, both headquartered in St. Louis, and Trinity Health of Livonia, Michigan. Together, the four systems control 450

hospitals — or about 10 percent of those in the U.S.

The hospital groups said they would prioritize production of generic drugs for which the market lacks competition, although they declined to specify which drugs they would produce first.

"We have no designs on being a major pharmaceutical power," Intermountain president and CEO Dr. Marc Harrison said. "This is a very specific problem we're seeking to solve with a very specific solution."

see GENERIC page 15



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## Women Tech Council recognizes firms that have glass ceiling-breaking cultures

Forty-four Utah technology companies have been recognized for “creating and enacting practices and cultures that remove the glass ceiling” for women in tech.

The Women Tech Council said its 2018 Shatter List represents the first research of the technology industry to review and rate the development and successful implementation of measures that create inclusive cultures where women can contribute and succeed.

“Shattering technology’s glass ceiling requires companies to invest more and be actively engaged in creating cultures and activities that expect and demand inclusivity from top to bottom,” said Cydni Tetro, the council’s president. “By highlighting the companies and practices that are actively championing women and are making strides to change the industry’s landscape and culture, this list accelerates the technology sector’s journey to increase the number of women in technology and break our own glass ceiling.”

The Shatter List was compiled by scoring companies on four factors: executive engagement (active support from the CEO, executive team and all leadership), company programming (currently having women in leadership executive positions and proactively implementing programs to support women in technology), community investment (active participation with the broader community to learn from and share best practices regarding culture and inclusion), and women’s or diversity and inclusion groups (formal programs to support women internally). Data was gathered and evaluated from across 10 secondary data sets and mapped to the four evaluation factors.

Examples of programming developed and

implemented by the selected companies include Dell EMC’s formal Women in Action diversity and inclusion group with more than 9,700 internal members; eBay’s eWIT program to support women employees, in place for more than 10 years and used as a model for other tech companies; Instructure’s decision to publish its diversity metrics and create public accountability for internal inclusion practices; and Workfront’s focus on women executives, including adding three in past several years and being awarded a spot on the list of best companies for women to work.

“In working to ensure we have an inclusive culture for women in technology, our focus goes from top to bottom with programs that drive diversity, including but not limited to gender,” said Vance Checketts, vice president of Dell EMC. “This commitment has allowed us to attract and retain women across the company, which has positively impacted the performance of our teams and organization.”

The 2018 Shatter List, in alphabetical order, includes 3M Health Information Systems, Adobe, Ancestry, BachHealth, Central Logic, Chatbooks, Control4, Cotopaxi, Cox Automotive, Degreed, Dell EMC, Domo, eBay, Experticity, Franklin Covey, Goldman Sachs, Health Catalyst, HealthEquity, IM Flash, Imagine Learning, inContact, InMoment, Instructure, Intermountain Healthcare, L-3 Communications, Listen Technologies, Lucid, Marketstar, Myriad, O.C. Tanner, Oracle, Orbital ATK, Overstock.com, Pluralsight, Qualtrics, Recursion Pharmaceuticals, RizePoint, USANA Health Sciences, Veracity Solutions, Vivint Smart Home, WCF, Wells Fargo, Workfront and Zions Bank.

## Ishaq named CEO at Modere

Modere, a producer and marketer of dietary supplements and household and personal-care products, has announced that Asma Ishaq, president of the company’s Collagen Sciences division and its chief industry relations officer, will become CEO of the company. She succeeds Robert S. Conlee, who will be chairman of the board of the Springville-based firm.

Ishaq has significant experience in skincare and nutritional supplement manufacturing, product development and formulation across multiple distribution channels. She has served the direct-selling channel on the Direct Selling Association board of directors, the nutrition industry as a committee member on the Council of Responsible Nutrition and the personal care industry as an advisory panel member of the International Fragrance Association of North America. Ishaq has also spoken at dozens of conferences and appeared on TV and radio programs. She earned her B.A. from the University of California, Berkeley, and, as a Ben F. Love scholar, received a dual MBA in finance and marketing from Rice University.

As a co-founder of Jusuru International Inc. in 2009, Ishaq led the company through its acquisition by Modere in February 2017. Modere was founded as Neways in 1987 and currently employs about 150.

“Asma is a proven entre-

preneur who brings a tremendous amount of experience and best practices to our company,” said James Zenni, president and CEO of Modere stakeholder Z Capital Partners and a member of Modere’s board. “She has significantly influenced our organization in a short period of time and I know that she will build upon what the Modere team has accomplished to lead our company through its next phase of growth.”

“I am honored to take the company’s helm and follow in the footsteps of Robert, with whom I have worked closely during my time at Modere,” said Ishaq. “After experiencing double- and triple-digit growth rates in 2017 across our large markets including the United States, Canada, Australia and Europe, we will focus our resources on driving innovation, maintaining an unsurpassed level of excellence and continuing to set award-winning industry standards with our science-based, clean label products. I look forward to serving our internal and external teams in this new capacity and continuing Modere’s growth.”

“Under Asma’s leadership, Modere is well-positioned to achieve our strategic growth plans,” said Conlee. “I look forward to continuing to contribute to Modere’s future success and its efforts in providing opportunities and health benefits for thousands of people as chairman.”

## Candlelight Homes acquired

The homebuilding operations of Utah’s Candlelight Homes, based in South Jordan, have been purchased by CalAtlantic Homes. The acquisition includes 2,500 homesites in 19 communities, 10 of which are actively selling. The balance of the communities are expected to open in 2019.

In connection with the acquisition, CalAtlantic said it has extended offers of employment to all employees of Candlelight Homes who were engaged in the company’s homebuilding business. Zelman Partners served as exclusive investment banker to Candlelight Homes. CalAtlantic is based in Arlington, Virginia.

“Candlelight Homes has built a reputation for offering innovative, beautiful home designs in locations where discerning homebuyers want to live,” said Dave Prolo, Utah Division president for CalAtlantic Homes. “This acquisition provides CalAtlantic with a diverse portfolio of homesites, which accommodate homes ranging from 1,100 to 4,000 square feet located throughout northern Utah

County, Salt Lake County and southern Davis County. This exciting acquisition aligns with CalAtlantic’s commitment to provide exceptional homeownership opportunities to buyers across the home buying spectrum.”

“Utah’s strong economy offers a tremendous opportunity for CalAtlantic to expand upon the success Candlelight Homes has already achieved in the Salt Lake City market,” said Joe Salisbury, partner in Candlelight Homes. “We are confident CalAtlantic’s core values and resources will enhance the value and expand opportunities available to Utah homebuyers.”

CalAtlantic Group Inc. is one of the nation’s largest homebuilders and offers homes from entry level to luxury in 43 metropolitan areas in 19 states.

Candlelight Homes is one of the largest privately held homebuilders in Utah and offers a diverse range of single-family and townhome options. Founded in 2009, Candlelight employs about 80 in its homebuilding operations.

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# Tribune gambling on subscribers' ability to 'stomach' new online charge

**Brice Wallace**  
The Enterprise

Like many newspapers beset with financial struggles, Utah's largest daily is joining the ranks of publications putting up a digital paywall.

Jennifer Napier-Pearce, editor of *The Salt Lake Tribune*, told a Salt Lake City crowd recently that the *Trib* will begin charging for online content on Feb. 1. An online reader will get 10 free stories before encountering a \$7.99 monthly charge.

"A lot of newspapers are doing this," she told the Rotary Club of Salt Lake City at a recent luncheon. "The industry is changing, and we need to change with it, so we have to ask our digital subscribers for help. If you support this kind of independent journalism, it takes money."

Some papers charge for all online content or have a higher subscription cost. The \$7.99 is what "thrifty Utahns can probably stomach," she said. "I'm hoping, I'm gambling on that. ... We

think that our consumers understand the importance that *The Salt Lake Tribune* plays in this community. I hope so. I'm gambling on it."

Napier-Pearce said a bright spot for the company is its digital offerings. A new website debuted last August, the number of digital subscriptions is up nationally and at the *Tribune*, and the paper's number of unique visitors online continues to rise, she said.

Still, she acknowledged that the paywall is only one approach to improve the paper's financial picture. Others are to be more diversified, cut costs and find new income streams. The *Tribune* has eliminated some sections of its print product and has begun organizing events.

"Newspapers are looking at a myriad of ways to make money. Nobody has figured it out. Nobody. Not even *The New York Times*," she said.

The *Trib* has not cut staff, "because news cannot be automated," she said, but the paper must find a financially sustainable model. "I cannot, on my watch,

let this question just continue to linger. We have to figure it out. ... It's not an easy puzzle to solve," she said.

One audience member asked how the everyday person can help. Napier-Pearce suggested supporting media, writing letters to the editor, and telling people the *Tribune* can be trusted.

"What can normal people do to make sure that we have a free press going into the future? I do think it is support. Voting with dollars matters. We have a benefactor in [owner and publisher] Paul Huntsman, which is fantastic, but we are not a charity. He sees this very much as a community asset ... but even as a community asset, we are not going to be a charity," Napier-Pearce said.

"I refuse to believe that there is not a way for us to be financially sustainable. It's not fair for future generations of journalists for us not to be able to solve this economic question."

Finances are just one obstacle facing journalistic enterprises today. Among others are a president accusing traditional media of

being purveyors of "fake news." The *Tribune* tries to fairly and accurately highlight issues in the community, which allows citizens to hold people in power accountable, she said.

"So, for a chief executive to call us 'the enemy of the people' is very disheartening," Napier-Pearce said, adding that the sentiment has trickled down to the point of T-shirts calling for the lynching of reporters.

"Again, not something that we see in functioning democracies," she said. "You would see this in a banana republic, right? You wouldn't really expect to see that kind of hostility for a free press [in the U.S.]. It really does run counter to the constitutional protections we all enjoy through the First Amendment."

Handling the current environment "is not easy," she said. "It's not an easy place right now because, I think, journalists, No. 1, have this bad association created from somebody in power who doesn't like scrutiny. Most politicians don't like scrutiny, right? But that's our job. They have a job to do and we have a job to do, and most politicians by and large understand that, Trump excepted."

Responding to audience questions, Napier-Pearce spelled out "stark differences" separating journalists from bloggers and "anybody else who is spouting opinions." Journalists follow professional codes of ethics, seek to accurately report the truth, act independently, and stress accountability and transparency.

Running corrections, she noted, is one way to be accountable.

"How many of you are in business, and do you go out there and shout, 'We screwed up'?" Not many businesses do that. Journalists do that. And why is that? Why is it so important? It's because we're in the business of credibility. That's all we have, is for you, for readers, to trust that we've done our job and we've been thorough and care," she said.

Napier-Pearce said she would never proclaim that the *Tribune* reporters are objective because its people "have feelings and we have families and we have lots of opinions, too." But she stressed that the paper strives to be objective. That contrasts with opinion commentators on TV who are "paid to spin" and "to rile people up," she said, and she cautioned that readers and viewers bear the onus of understanding that some media outlets are agenda-driven.

"Unfortunately," she said, "for all of you, you have to be more discriminating than ever as readers, as watchers, to the media that you consume."

## Warner adds Sprinter van dealership in SLC

Salt Lake City's Warner Truck Center has added a new Sprinter van dealership to its commercial transportation offerings. Warner Vans of Utah is a new, 18,000-square-foot dealership at the site of the company's other dealerships and is the only stand-alone Sprinter facility in the U.S.

Sprinter vans are manufactured by Mercedes Benz, a di-

vision of Daimler, and are sold and serviced by Mercedes Benz and selected Freightliner dealers. Due to an annual growth rate of over 30 percent, and space constraints at Freightliner of Utah, the Sprinter operations were relocated to Utah Tank & Trailer three years ago. In 2017, Robert Veit, president of Daimler Vans USA, approved the separate franchise to be built at the facility.

"We are very pleased to have Warner Vans of Utah opening the first Freightliner Sprinter dealership," said Veit. "This new sales and service location will strengthen and support our business growth efforts in the future, which also includes the opening of our new Sprinter production facility in North Charleston, South Carolina, in the second half of 2018."

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## Gens to head Springville interconnectivity developer

Springville-based ATL Technology has announced that David Gens has been appointed president and chief operations officer for the custom hardware interconnection products developer. The company also said that Brad Brown will remain chairman of the board and CEO.

"I am honored and excited to step into this leadership role at ATL," said Gens. "The commitment to creating solutions for our customers, by everyone at ATL, is what makes our organization special. Our global workforce is the foundation of all ATL has accomplished and I look forward to continuing to work with them, as well as everyone on the executive team, to achieve our goals and continue connecting our customers to success."

Gens joined ATL Technology in 2015. For the past 28 years he has been in leadership positions at high-growth technology and manufacturing companies in the middle market. He has also led over 20 merger and acquisition transactions during this time.

In his new position, Gens will assume responsibility of

ATL's day-to-day operations while maintaining the company's culture and commitment to its clients, ATL said in a release.

"I'm excited to announce the promotion of Dave to president and COO," said Brown. "I've watched Dave lead his teams over the past two years with his unique set of talents and look forward to him taking over the day-to-day leadership of ATL. He has increased customer focus throughout the organization and that is what has made ATL successful over our 25 years. I look forward to working with him to achieve our vision in the years ahead."

Gens is a graduate of the University of Delaware and received his MBA from the University of Washington's Executive Program in 1999. After spending the majority of his career based in Seattle, he moved to Utah in 2015 to join ATL.

ATL was founded in 1993 and maintains a domestic development center and offices around the world. The company employs about 85 at its Springville headquarters.

## Pathways aims to keep industry strong

Utah state government and an industry association have joined to create an IT Pathways program designed to meet workforce needs and keep the state's tech industry humming.

At the recent Silicon Slopes Tech Summit, the Governor's Office of Economic Development (GOED) and Silicon Slopes announced the new program, patterned after earlier state career pathways programs established in the fields of aerospace, diesel technology and medical innovation.

The IT program, part of the state's Talent Ready Utah initiative, will have three pilot regions and an industry-led board providing oversight. The regions are the Nebo, Provo and Alpine school districts in partnership with Mountainland Tech College and Utah Valley University, the Canyons School District with Salt Lake Community College and the University of Utah, and the Davis School District with Davis Tech College and Weber State University.

Cathy Donohoe, vice president of human resources at Domo, and Jeff Weber, senior vice president of people and places at Instructure, will lead the advisory board.

"The IT Pathways program is an important step toward advancing Utah's tech industry," Gov. Gary Herbert said. "The IT Pathways program will more effectively align education with pressing workforce needs to ensure the growth and success of the state's tech industry for generations to come."

Starting this fall, students in participating

school districts will be able to enroll in courses that will lead to additional training in the IT industry. Students will have the opportunity to participate in job shadows and other opportunities with industry partners, including Dell EMC, Domo, Instructure, Pluralsight, Workfront, Xactware, Banyan, Nuvi, Microsoft, Qualtrics, Vivint and InsideSales. Industry partners will work with education to train Utah's tech workforce and help students get excited about an IT career earlier.

"IT Pathways program will expand beyond coders and software engineers making it possible for people to enter the tech workforce at various stages of their careers," said Val Hale, GOED's executive director. "Industry knows best of current needs and future demands. The next generation will have the opportunity to learn firsthand what it takes to be successful in the rapidly changing tech industry."

Utah in 2016 had more than 68,000 jobs at more than 4,000 software and IT firms. The state also led the nation that year with 7.69 percent tech job growth. But industry executives for several years have bemoaned the lack of skilled workers, saying that the state's universities are unable to keep up with demand for engineers, technicians and other specialists.

Early last year, Herbert challenged the Talent Ready Utah team to create the IT Pathways program, and a partnership with Silicon Slopes was announced last August.

Details about the program are at [www.talentreadyutah.com](http://www.talentreadyutah.com).

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## Kramer buys Kelle Transport, changes name, appoints prez

A Salt Lake City-based temperature-controlled trucking company has undergone some major changes, including new ownership, a name change and the appointment of a new president. Kelle's Transport Service is now Soar Transport Group following the purchase of controlling interest in the company by transportation investor Marc Kramer in August.

Kramer is a business strategist and investor who has nearly 20 years' experience investing and overseeing businesses in the trucking industry. He first met Kelle Simon, who founded Kelle's Transport Service, in 2003. Since the acquisition, Kramer's focus has been to bring in a new team of experienced leaders to enable Soar to move from a well-run family business to become one of the top national freight management companies.

"We are highly respectful of the Simon family and the company's past," said Kramer. "Changing the name has nothing to do with moving away from this proud past, but more about identifying a name that better reflects the future of this company as selected by our employees. Kelle Simon remains a minority owner and friend to me and to the company."

"I have a lot of confidence in Marc's ability to lead the company into the future as I begin to turn my attention to other interests," said Simon. "He has consistently impressed me with his con-

cern for the team and ensuring the company operates in a highly professional, service-oriented manner. He has treated me as a partner and a friend and I am proud to see this next chapter in the company's evolution unfold."

In September, Kramer named 18-year veteran of the industry, Cody Isaacson, as president. With the support of a team of industry veterans he recruited, Isaacson has quickly impacted the company by focusing on building a driver-centric culture and accelerating the growth of the company's non-asset brokerage division. Isaacson said his goal is to establish Soar as a top-tier safety and service provider and to become one of the leading freight management companies in the United States.

"Our culture is a key element of our strategy," Isaacson said. "It has been a privilege to lead this organization and see how the team is evolving. I am excited about the changes we are implementing. Having been in the industry for many years, I have never seen the pace of change and progress to serve our drivers and customers as I have seen here at Soar. The commitment demonstrated by the employees here is truly unique and gives me confidence that we will continue on our path to become a leading franchise in this industry."

Soar's fleet includes 235 tractors and 350 temperature-controlled trailers. The company is currently hiring experienced over-the-road drivers and independent contractors.

## LinkTrust acquired, names CEO

Provo-based LinkTrust, a provider of SaaS-based affiliate and performance marketing software, has announced that it has been acquired by Utah-based private equity group Loyal Cos. The move is an effort to stimulate growth, the company said.

With the acquisition, Chad MacKay, managing partner of Loyal Cos., will become chief executive officer of LinkTrust, replacing current owner and CEO Bret Grow, who started the business in 2002. LinkTrust will continue to operate under the LinkTrust name and brand.

"LinkTrust has the standing reputation of being the leading provider of performance marketing software," said MacKay. "We're excited to not only work with an amazing roster of companies who use LinkTrust in a key component in their business, but add to the value proposition with disruptive technology. Customers

will see an even greater solution set and customer experience as we go forward. Utah is home to some of the most innovative technology companies found today, thanks to the abundant talent found in our very own Silicon Slopes. LinkTrust is no different, and that's what makes this so exciting. We have some aggressive goals and plans for the future but know it's the people behind the product that really make the difference."

"Today's announcement is a positive one for our customers, partners and employees," Grow said. "I poured my heart and soul into LinkTrust the past 15 years and am proud of the company we built, our values and commitment to providing a positive impact in the digital marketing space. I'm excited for this next phase of growth for the company and am confident in Chad, his leadership, and the vision he has for the company."

## Survey: Investors staying mostly bullish

Investors continue to be predominately bullish or very bullish on market performance, according to the latest quarterly survey of independent investors from Sandy-based Ally Invest Advisors, a wholly owned subsidiary of Ally Invest Group Inc., the brokerage and wealth management arm of Ally Bank.

Bullish or very bullish sentiment rose from 55 percent in the previous quarter to 76 percent in the fourth quarter of 2017, suggesting that even with recent market highs, investors still see room at the top for continued growth. Further, investors remain largely positive about upcoming "FAANG" (Facebook, Amazon, Apple, Netflix, Google) earnings, with investors showing particular confidence in Amazon's results exceeding street expectations.

The results of the in-house survey, conducted Jan. 4-9 by Ally Invest, are based on respons-

es from 385-plus independent investors.

The quarterly survey showed 61 percent of investors have a bullish market outlook (vs. 49 percent last quarter) and 15 percent are very bullish (vs. 6 percent last quarter), with just 3 percent of investors reporting a bearish or very bearish view (down from 12 percent last quarter). Investors point to corporate earnings (71 percent of respondents) and accelerating growth (44 percent) as particular market drivers. However, investors continue to keep a close eye on potential market concerns, including somewhat lessened concerns about international unrest (42 percent this quarter vs. 54 percent last quarter), with concerns about slowing year-over-year growth and weakening of the U.S. dollar tied at 17 percent of respondents.

When asked, "What is your outlook for each of the 'FAANG'

stocks for the fourth quarter?" the majority of investors believe again this quarter these companies will either meet or exceed street expectations, with bullish sentiment the strongest on Amazon and the weakest on Apple and Netflix.

When asked, "Which trade triggers are you watching most closely for each of the 'FAANG' stocks?" investors offered a range of responses, though ongoing annual revenue growth was among the top three triggers cited by all investors surveyed:

- Facebook: The social network's advertising revenue was cited as the top investor response (19 percent), followed by year-over-year revenue growth (12 percent) and year-over-year earnings-per-share (EPS) growth and the number of active users/subscribers tied for third (11 percent).

- Amazon: Investors likewise

see ALLY page 15

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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](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## AGRICULTURE

• Applications are being accepted until Feb. 16 for the third round of the **Local Food Microgrant Program**, launched by **Salt Lake City** in early 2017 in partnership with **Urban Food Connections of Utah**. Urban Food Connections of Utah is a nonprofit organization that runs the Downtown Farmers Market, Rio Grande Winter Market and Tuesday Harvest Market. Local commercial farmers can get funds to expand operation and production of more organically grown fruits and vegetables. The grants help farmers access technology, education, tools and equipment to grow more sustainable produce. The third funding round will award \$15,000. Last year, the program had 48 applicants requesting a total of \$329,076 in microgrant funding over the course of two grant cycles. To date, the program has awarded \$29,488. Details are at <http://www.slcfarmersmarket.org/programs-events/local-food-microgrant-program>.

## CONTESTS

• **Grow Utah**, a privately funded nonprofit organization, has announced a \$50,000 **DNA Technology Innovation Contest**, looking for the best ideas on how to improve the use of DNA data in the fields of ancestral history, personal history and family health history. Prizes include a \$30,000 cash prize and \$20,000 in services. A group of six to 10 finalists announced Feb. 22 will exhibit and pitch their innovations Feb. 28 at the RootsTech family history conference. Three winners will be selected. Applications will be accepted until Feb. 20. Details are at <http://www.growutah.com/centrum/dna>.

• The **Salt Lake County** Division of Housing and Community Development has opened a second round of applica-

tions for the **2018-19 Community Development Block Grant (CDBG)** funding. The funds are through the U.S. Department of Housing & Urban Development. Priorities for the funds include land acquisition for affordable housing development projects, housing programs (housing rehabilitation, substantial rehabilitation and homeownership), acquisition of homeless facilities, and public infrastructure to support homeless facility placement. Applications will be accepted through online grant management system ZoomGrants until 5 p.m. Feb. 9. A grant application handbook is available at [www.slco.org/hcd](http://www.slco.org/hcd) to assist applicants through the process, as well as the link for ZoomGrants for the applications.

## ENVIRONMENT

• The **Salt Lake Chamber** has been awarded a \$20,000 grant from the **Utah Clean Air Partnership (UCAIR)** that will support the chamber's air quality programs, including the Clear the Air Challenge and Clean Air Champions initiative. The grant will allow the chamber to expand marketing and outreach efforts to Utah's business community with the goal to increase business participation in programs that promote emission-reduction strategies.

• **Printing Industries of America's** Environmental, Health, and Safety (EHS) Affairs Department and **Printing Industries of Utah (PIU)**, now part of Pacific Printing Industries (PPI) Association, have announced a new partnership with the **Utah Clean Air Partnership (UCAIR)**. The partnership will offer a training program to Utah printers on reducing air pollution. Additional partners in the program include the **Specialty Graphic Imaging Association (SGIA)** and **Flexographic Technical Association (FTA)**. The Utah Department of Air Quality has set forth new regulations for reducing volatile organic compound emissions from the printing industry, and ensuring that members of the printing industry meet these regulations requires outreach and edu-

cation. UCAIR has made the education and outreach possible with its grant to PIA, PIU and partners SGIA and FTA. The program will take place in late spring or early summer and will be open to printing operations in a seven-county area at Salt Lake Community College.

## HEALTHCARE

• **Predictive Technology Group Inc.**, Salt Lake City, has appointed **Dr. Gregory A. Prince** to its Scientific Advisory Board.



Gregory Prince

**Predictive Technology Group** uses data analytics for disease identification and subsequent therapeutic intervention through unique biotechnology treatments. Prince is a co-founder and chief executive officer of Virion Systems Inc. He spent four decades in virology research, with a focus on the respiratory syncytial virus. He currently is chief scientific officer at Soft Cell Biological Research LLC. He was inducted into the Dixie State University Hall of Fame in 1999. He holds adjunct professorships at Dixie and UCLA.

## INSURANCE

• **NFP Corp.**, a Lehi-based insurance broker and consultant, has hired **Clint Wadsworth** as a vice president for corporate benefits. He will oversee and help lead the corporate benefits strategy within NFP's existing large-employer segment. He will also focus on developing new relationships by increasing awareness about NFP's services that have recently been introduced in the Utah market. Wadsworth has 19 years of experience as a consultant and leader within the insurance industry. Prior to NFP, he served as the director of sales for Kaiser Permanente in Hawaii. He has also spent almost 14 years as a benefits consultant in the Utah market.



Clint Wadsworth

## INVESTMENT

• **Tower Arch Capital LP**, a Salt Lake City-based lower-middle market private equity fund, has promoted **Aubrey Burnett**, **Thomas Feveryear** and **Kathy Mickelson**. Burnett moves from vice president to principal. He joined Tower Arch in 2016 as a vice president. Prior to joining Tower Arch Capital, he was a vice president at HIG Capital in San Francisco and also worked at Charlesbank Capital Partners in

Boston. Feveryear was promoted from controller to chief financial officer. He joined Tower Arch in 2013 as a controller. Prior to Tower Arch, he was the controller at Peterson Partners. Feveryear received his Master of Business Administration and a bachelor of science in accounting from the University of Utah. Mickelson was promoted from executive assistant to office manager. She joined Tower Arch in 2014 as an executive assistant. Prior to joining Tower Arch, she was a personal assistant to the CFO of TCS Inc. She began her career working as an office manager and licensed insurance agent, specializing in both personal insurance lines and commercial policies.

• **Techcyte Inc.**, Orem, has closed a \$4.3 million funding round to commercialize its digital pathology platform. The investors in this round include those from previous rounds, employees and strategic partners. The funds will be used to accelerate selling to veterinary, human and air quality labs in the United States and international markets, and to perform clinical tests.

## REAL ESTATE

• **One Sandy Center**, an office property, has been sold to **Peregrine Realty Partners**. Financial terms were not disclosed. The University of Utah is the building's anchor tenant. **Coldwell Banker Commercial Advisors'** Chris Kirk, managing director, and Travis Yates, vice president, brokered the off-market sale, representing both parties in the transaction. A West Coast-based firm new to the Utah market, Peregrine also selected their team at CBC Advisors to serve as leasing agents for the building.

• **Windermere Utah Real Estate**, a resident and commercial real estate company, has opened an office at 4770 S. 5600 W., West Valley City. It is the company's eighth office in Utah. It has more than 300 offices and 6,000 agents.

## RECOGNITIONS

• Three Utah companies are listed among the **World's Top 100 Software Companies for 2018**, an annual ranking by **G2 Crowd**. They are No. 27 **Instructure** (with a 96-percent satisfaction score), No. 44 **Domo** and No. 89 **Jive Communications**. The rankings are based on user reviews earned during the past year.

• **Gregory N. Barrick**, a shareholder in the Salt Lake City office of Durham Jones & Pinegar, has been ranked in "Band 1" (out of six bands) in the **Chamber's High Net Worth** guide. **Chambers & Partners** has been ranking the best lawyers since 1990, with its

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• **KB Medical** earned first place and received the \$5,000 grand prize at the **2017-18 University of Utah Opportunity Quest** business-model competition. KB is a student startup developing a wound drain.

see BRIEFS next page

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# Industry Briefs

from previous page

Ten collegiate teams advanced to the final judging and awards event. The competition is managed by students at the Lassonde Entrepreneur Institute at the University of Utah and sponsored by Zions Bank. Other top teams included the second-place winner **Celebrate Everyday** (\$3,000), the third-place winner **CSB Shoulder Brace** (\$2,000), best-video winner **Sonoshield** (\$1,000), and **Weg's Seasoning** as an honorable mention. KB advanced to the Utah Entrepreneur Challenge, where it will develop a full business model and compete against students across the state of Utah for the grand prize of \$40,000. Other Opportunity Quest finalists are **Bruxit**, **CrowdsourcedSales**, **EZ Heme Medical**, **Foster the Children**, **LIT Outdoors** and **Sonoshield**.

• **"Homestead"** and **"Ivory"** earned the top spots in the **Neumont College of Computer Science annual Capstone Project Invitational**. Capstone projects are 10-week projects that students design and develop on their own to show they're ready to tackle the challenges of their senior

year. Each year, five students with the best projects as determined by faculty are invited to demonstrate their work to a judging panel of alumni and tech industry partners. **"Homestead,"** by **Ryan Stead**, received the **Alumni Choice Award**. The project is a virtual reality interior design tool that allows users to explore different colors, lighting, furniture, décor and more before redesigning their space. **"Ivory,"** by **Benjamin Goff**, earned the **Industry Partner Choice Award** for a piano tutorial that aims to help users teach themselves to play the piano. Other projects at the event were **"3D Mesh Generator,"** a tool created by **Justin Furtado** that allows game developers and designers to quickly create varied models by altering small details automatically; **"Angela's Bakery,"** a custom website created by **Sophie Wargo** that allows a user to place an order for a cake using a 3D visualization tool; and **"MCraft Tutorials,"** a website created by **Baret Woods** where users can create and share the things they create in "Minecraft."

## SERVICES

• **ConsultNet**, a South Jordan-based provider of IT staffing

and solutions, has hired **Marnie Nuttall** as chief financial officer.



Marnie Nuttall

Nuttall has more than 25 years of executive accounting and finance leadership experience, from corporate finance and venture financing to financial controls and productivity improvements. She was most recently CFO at Central Logic. She previously served as CFO at Echopass Corp. and held executive roles at Axis41 and Assist Cornerstone Technologies.

## TECHNOLOGY/LIFE SCIENCES

• **Global Access**, a Salt Lake City-based provider of cross-border commerce technologies and shipping solutions, has hired **Doug Jones** as vice president of sales.



Doug Jones

Jones previously spent 17 years in senior management at Newgistics. Prior to Newgistics, Jones spent 10 years

in sales and operations management roles at Pepsi Co.

• **JJUMPP Software**, a Lehi-based online presence management (OPM) platform for small businesses, has appointed **Jeff Mask** as chief revenue officer. He is the first executive hired outside of the core founding team. His experience includes working

on business development teams at About.com and Pfizer, and working



Jeff Mask

as vice president of business development and later vice president of customer success at Infusionsoft.



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**Bryan Trussel**  
*Co-founder and CEO*  
Glympse Inc.



**CLOSING KEYNOTE**  
**Carine Clark**  
*President and CEO*  
Banyan

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**Sugar House Mixed-Use Project Sweetens Busy I-80 Corridor**

The Sugar House community of Salt Lake City is one of the city's oldest neighborhoods that has become a sort of eye candy for developers given its proximity to downtown, Utah's renowned ski resorts, mass transit, and Interstate 80. The historic yet trendy community is also home to Westminster College, several local eateries and breweries, and an eclectic variety of mom-and-pop shops and chain stores. Sugar House Park is arguably a locals' treasure in this community with its trails, playgrounds, and duck pond.

In the last decade, the community has been receiving a facelift, as several commercial and multifamily projects have commenced. These projects are designed to address growing needs of more retail, housing, and green space in Sugar House proper. Just last year, Big-D Construction completed construction on the Legacy Village Senior Housing development that added more than 200 apartments to the housing inventory.

The project also provided additional street-level retail stores for local businesses

to set up shop. Just down the street from this project, construction is currently underway on what is being dubbed as a "premier" business development project.

And it is a project that is not hard to miss. The construction cranes that tower near I-80 at 1300 East has attracted the attention of the thousands of motorists who drive on the interstate every day. The cranes stand on what used to be the old Shopko building that has since been demolished. In the coming months, the \$150 million Park Avenue project will begin to rise, bringing new office space and jobs to the area.

The 9.5-acre Park Avenue will be anchored by a 170,000 square-foot health center for the University of Utah Health network. The 5-story building, referred to as 80 Park, will provide a number of services to the growing population of Sugar House including outpatient care, specialty providers, and urgent care. Adjacent to the U's medical facility will be a 150,000 square-foot office building that community leaders' hope will attract new



The sun rises on Park Avenue project in Sugar House, Utah. Big-D Construction is constructing the mixed-use project that includes a health center and a 150,000 square-foot office building.

businesses to Sugar House.

The office building, referred to as 60 Park, will include panoramic views of the surrounding mountains, an on-site fitness center, and an abundance of natural light. Sustainability during construction remains a priority as materials that use less water and energy are sought to provide amenities that have an environmental edge so-to-speak. The project, once complete, will also include walkways and green spaces for employees and residents.

Big-D Construction completed the excavation and demolition phase of the project last year. Currently, construction is underway on an underground parking facility. In the spring, steel erection will shape the core and shell of the U.'s new health care facility. The project is being built by Big-D in phases to ensure seamless construction and tenant improvements on both the new medical office building and the new office building. At its peak, construction on the Park Avenue project will provide construction jobs to more than 1,000 local craftsmen.



Big-D Construction crews work to construct a new underground parking structure for the Park Avenue project. At its peak, the project will provide construction jobs to more than 1,000 local craftsmen.



# Calendar

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

## Jan. 29, 9 a.m.-noon

**SBA Small Business Certification Program**, a Small Business Administration (SBA) orientation to 8(a) business development programs, HUB-Zones, Service-Disabled Veteran-Owned Small Business Procurement Program, and Women-Owned Small Business Contract Program. Location is 125 S. State St., Room 2222, Salt Lake City. Details are at <https://www.sba.gov/tools/events>.

## Jan. 30, 10-11 a.m.

**Business Plan and Cash Flow Course** focused on taking a deeper look at your business plan and cash flow to ensure you are ready to get your loan approved by the loan committee. Location is 154 E. Ford St., Salt Lake City. Details are at <https://www.sba.gov/tools/events>.

## Jan. 30, 11:45 a.m.-1 p.m.

**"Life & Laughter" Luncheon Workshop**. Award-winning humor columnist Peri Kinder and stand-up comedian/actor Heather Mabbott will lead a fun discussion about the healing powers of laughter. Location is myBusinessBar, 4535 S. 2300 E., Salt Lake City. Cost is \$25 (lunch is included). Reservations may be made at [lifeandlaughterjan.eventbrite.com](http://lifeandlaughterjan.eventbrite.com).

## Jan. 31, 7:30-9 a.m.

**Breakfast Safety Seminar**, a Utah Safety Council event with the theme "Physical Therapy in the Workplace." Location is Utah Safety Council, 1574 W. 1700 S., Salt Lake City. Free for two people per member organization, \$10 for nonmembers. Details are at [utahsafetycouncil.org](http://utahsafetycouncil.org).

## Jan. 31, 8 a.m.-2:30 p.m.

**"Key Utah Employment Rules,"** an Employers Council event. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at <https://www.employerscouncil.org/training-catalog>.

## Jan. 31, 11:30 a.m.-1 p.m.

**Professionals Networking Group**, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at [chamberwest.com](http://chamberwest.com).

## Jan. 31, 12:30-2 p.m.

**"Prosperity 2020 Forum:**

**2018 Education Preview,"** a Salt Lake Chamber event. Utah Sen. Ann Millner will discuss the direction of education in Utah. Location is the Salt Lake Chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Cost is \$15. Details are at [slchamber.com](http://slchamber.com).

## Feb. 1, 8 a.m.-4 p.m.

**"Supervisory Skills Program,"** an Employers Council event that will provide participants with a foundation of critical skills necessary to become an effective workplace leader. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at <https://www.employerscouncil.org/training-catalog>.

## Feb. 1, 11:30 a.m.-1 p.m.

**Monthly Lunch Meeting**, a Murray Area Chamber of Commerce event. Speaker Tim Tingey, in administrative services and development for Murray City, will discuss the 2018-19 city budget and goals. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$30. Details are at [murraychamber.org](http://murraychamber.org).

## Feb. 1, 11:30 a.m.-1 p.m.

**Strictly Networking Luncheon**, a West Jordan Chamber of Commerce event. Location is Wingers, 9175 S. Redwood Road, West Jordan. Free (pay if ordering from the menu). Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Feb. 1, 6-7:30 p.m.

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

## Feb. 2, 7:30 a.m.-noon

**"Small Business Summit: Ignite & Inspire,"** a Salt Lake Chamber event. Keynote speakers are Bryan Trussel, co-founder and chief executive officer of Glympse Inc.; and Carine Clark, president and chief executive officer of Banyan. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$79. Details are at [slchamber.com](http://slchamber.com).

## Feb. 2, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Gil Rodriguez of the Murray City Fire Department will discuss "Fire 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](http://murraychamber.org).

## Feb. 2, 8 a.m.-2 p.m.

**Utah Podcast Summit 2018**, presented by the Miller Business Incubator at Salt Lake Community College (SLCC), WhiteHat Magazine, I Am Salt Lake, and Biz 4 Good Show. Event is designed for podcasters, digital influencers and multimedia professionals and will focus on how to grow a brand, engage a new audience, make more money and build a community. Activities include a keynote presentation, workshops and a panel discussion. Location is SLCC's Miller Campus, Miller Free Enterprise Center, 9750 S. 300 W., Sandy. In-person cost is \$45; online live stream is \$25. Details are at [www.utahpodcast-summit.com](http://www.utahpodcast-summit.com).

## Feb. 2, 8-10 a.m.

**Friday Forum**, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo. Details are at [thechamber.org](http://thechamber.org).

## Feb. 2, 8-10 a.m.

**First Friday Face-to-Face**, a West Jordan Chamber of Commerce business-to-business networking event. Location is the Megaplex Theatres at The District, 3761 W. Parkway Plaza Drive, South Jordan. Free. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Feb. 2, 8:30-11:30 a.m.

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

## Feb. 3, 7:30-9 a.m.

**Bagels and Bills 2018**, a Spanish Fork Salem Area Chamber of Commerce event. Location is Nebo School District offices, 350 S. Main, Spanish Fork. Free. Details are at [thechamber.org](http://thechamber.org).

## Feb. 3, 8-9 a.m.

**Legislative Roundup**, part of a series on Saturdays through March 3. Legislators from the west side of Salt Lake County will attend to answer questions and share information about bills being considered during this legislative session. Location Feb. 3 is at Jordan Valley Medical Center, 3580 W. 9000 S., West Jordan. Other events in the series are Feb. 10 at Jordan Valley West Valley City, 3460 S. Pioneer Parkway, West Valley City; Feb. 17 at University Health Care, 5126 W. Daybreak Parkway, South Jordan; Feb. 24 at Riverton Intermountain Hospital, 3741 W. 12600 S., Riverton; and March 3: at Jordan Valley West Valley City, 3460 S. Pioneer Parkway, West

Valley City. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Feb. 3, 9:30-11 a.m.

**"Politics and Pancakes 2018,"** an American Fork Chamber of Commerce event. Location is American Fork Hospital, 170 N. 1100 E., American Fork. Free. Details are at [thechamber.org](http://thechamber.org).

## Feb. 5, 12:15 p.m.

**Annual Membership Meeting**, a Utah Manufacturers Association event. Speaker is Phil Dean, state budget director and chief economist. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$55. Reservations may be made by contacting Annette at (801) 363-3885 or [annette@umaweb.org](mailto:annette@umaweb.org).

## Feb. 6, 8 a.m.-noon

**"New Perspectives on Change in the Workplace,"** a Salt Lake Community College event. Participants will learn about tools for lessening feelings of resistance, stress and being overwhelmed when obstacles occur; and will develop skills that support taking control of situations, greater self-empowerment, confidence and productivity. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$300 (\$150 for qualified Salt Lake County companies). Details and registration are available by contacting Debbie Patten at [debra.patten@slcc.edu](mailto:debra.patten@slcc.edu) or (801) 957-5244.

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

**"Pay the IRS Less Without Going to Jail,"** a Small Business Development Center (SBDC) event. Location is Corporate Partnership Center, Room 110, 9690 S. 300 W., Sandy. Cost is \$15 through Jan. 30, \$20 thereafter. Details are at <https://utahsbdc.org/trainings>.

## Feb. 6, 8-9:30 a.m.

**Employment-Based Immigration Briefing Session**, an Employers Council event providing participants with a basic understanding of employment-based immigration benefits that can provide temporary or permanent work authorization. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$59. Details are at <https://www.employerscouncil.org/training-catalog>.

## Feb. 6, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon**, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive,

Kaysville. Free. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## Feb. 7, 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.com](http://chamberwest.com).

## Feb. 7, 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 Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [slchamber.com](http://slchamber.com).

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

**2018 Peak Awards Luncheon**, a Sandy Area Chamber of Commerce event. Keynote speaker is Steve Down, entrepreneur, capitalist and cause leader. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is Kody Sorenson of Wasatch Floors. Location is The Union, 7178 S. 900 E., Midvale. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

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

**ChamberWest Luncheon Series**. Speaker Patrick Ross, digital marketing/social media manager at Utah Media Group, will discuss "Using Social Media as a Business Growth Tool." Location is the Utah Trucking Association, 4181 W. 2100 S., West Valley City. Cost is \$20 for members, \$30 for nonmembers or at the door. Registration can be completed at [chamberwest.com](http://chamberwest.com) or (801) 977-8755.

## Feb. 8, 5:30-6:30 p.m.

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

## Feb. 8, 6-8 p.m.

**"Business Essentials,"** a

**CALENDAR**

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Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

**Feb. 8, 6:30-8:30 p.m.**

**Small Business Roundtable**, presented by the Salt Lake County Library in partnership with Salt Lake SCORE. Workshop will include information about how to use LinkedIn and social media to brand a business. Location is Sandy Library, 10100 S. Petunia Way, Sandy. Free. Details are at [sandychamber.com](http://sandychamber.com).

**Feb. 9, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is from International Health Partners. Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at [murraychamber.org](http://murraychamber.org).

**Feb. 9, 7:45-9 a.m.**

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

**Feb. 9, 8 a.m.-6 p.m.**

**34th Annual Investors Choice Venture Capital Conference**, a Venturecapital.org event with up to 25 companies pitching to investors. Skiing and snowboarding are Feb. 8, 9 a.m.-4 p.m. at Solitude Mountain Resort. Investor reception is Feb. 8, 6-8 p.m., at the Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Location is Hilton Salt Lake City Center, 255 S.

West Temple, Salt Lake City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com). Cost is \$495. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

**Feb. 9, 8:30-11:30 a.m.**

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

**Feb. 9, 6 p.m.**

**2017 Annual Gala**, an Ogden-Weber Chamber of Commerce event with the theme "A Night to Celebrate." Awards will be presented for Small Business of the Year, Large Business of the Year, Volunteer of the Year, Chairperson of the Year, the Sue Westenskow Education Award, the Athena Leadership Award and the Wall of Fame. Location is Peery's Egyptian Theater, 2415 Washington Blvd., Ogden. Cost is \$100. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Feb. 10, 7:15-9 a.m.**

**"Eggs and Issues 2018,"** a Utah Valley Chamber event with the theme "Is Your Business Affected?" and offering a chance to meet with legislators to discuss issues affecting business in Utah County. Location is Utah Valley Regional Medical Center, Sorenson Tower, Ashton Auditorium, 1134 N. 500 W., Provo. Free. Details are at [thechamber.org](http://thechamber.org).

**Feb. 10, 9-10:30 a.m.**

**Fourth Annual Legislative Breakfast**, a Murray Area Chamber of Commerce event featuring state legislators providing a legislative update and having an audience Q&A. Location is Intermountain Medical Center's Doty Education Center, 5121 S. Cottonwood St., Building 6, Murray. Free, and open to the public (no young children, please). Details are at [murraychamber.org](http://murraychamber.org).

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

**Women in Business Luncheon**, a ChamberWest event. Location is TownePlace Marriott, 5473 W. High Market Drive, West Valley City. Cost is \$20 for members with RSVP. Details are at (801) 977-8755 or [chamber@chamberwest.com](mailto:chamber@chamberwest.com).

**Feb. 14, 11 a.m.-1 p.m.**

**"Understanding People: It's Easier Than You Think,"** presented by Women in Safety. Presenters are Nicole Cunningham and Kimberly Giles. Location is Utah Safety Council, 1574 W. 1700 S., Salt Lake City. Free. Details are at [www.utahsafetycouncil.org](http://www.utahsafetycouncil.org).

**Feb. 14, 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.com](http://chamberwest.com).

**Feb. 14, 11:30 a.m.-1 p.m.**

**"Sweet Success,"** a Women's Business Center event. Location is the center, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

**Feb. 15, 11:30 a.m.-1 p.m.**

**2018 Annual Athena Award Luncheon**, a Davis Chamber of Commerce event. Athena Award recipient is Sheryl Cox of America First Credit Union. Location is the Davis Conference Center, 1651 N. 700 W., Layton. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

**Feb. 15, 11:30 a.m.-1 p.m.**

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is from Infinity Tax Solutions, discussing 2018 tax laws that could affect you and your business. Location is The Union, 7178 S. 900 E., Midvale. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

**Feb. 15, 11:30 a.m.-1 p.m.**

**"Multiplying Lasting Prof-**

**itable Relationships,"** a West Jordan Chamber of Commerce event. Workshop leader Clay Neves of Personal Sales Dynamics will discuss how to turn networking into sales. Location is West Jordan City Hall, Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$15 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

**Feb. 15, 11:30 a.m.-1 p.m.**

**WBN Luncheon**, a Utah Valley Chamber event. Speaker Michelle Kaufusi, Provo's first female mayor, will discuss female empowerment. Location to be announced. Details are at [thechamber.org](http://thechamber.org).

**Feb. 15, 5-7 p.m.**

**Business After Hours**, a Salt Lake Chamber event. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$7 for early-bird registration, \$10 for members the week of the event, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

**Feb. 16, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker Jessica Christensen, Miss Murray 2018, will discuss "Teen Suicide." Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at [murraychamber.org](http://murraychamber.org).

**Feb. 20, 11:30 a.m.-1 p.m.**

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

**Feb. 21, 8-9:30 a.m.**

**HR Forum**, a Utah Technology Council (UTC) event for HR and people executives from UTC member companies. Location is Packsize International

LLC, 3760 W. Smart Pack Way, Salt Lake City. Details are at [utahtech.org](http://utahtech.org).

**Feb. 21, 10 a.m.-3 p.m.**

**Women's Business Leadership Conference**, a Utah Hispanic Chamber of Commerce event. Theme is "Women on the Move: A Strategic Path for Personal and Business Success." Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com). Details are at <http://www.utahhcc.com/>.

**Feb. 21, 11 a.m.-2 p.m.**

**2018 Nubiz (Northern Utah Business) Economic Forecast**, an Ogden-Weber Chamber of Commerce event. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$49. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Feb. 21, 11:30 a.m.-1 p.m.**

**Women in Business Day at the Capitol**, a Sandy Area Chamber of Commerce event. Location is the Utah State Capitol, 350 State St., Salt Lake City. Details are at [sandychamber.com](http://sandychamber.com).

**Feb. 21, 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.com](http://chamberwest.com).

**Feb. 21, noon-1 p.m.**

**Professional Development Series**, a Utah Valley Chamber event. Location is the Provo LDS Employment Resource Center, 702 W. Columbia Lane, Provo. Free. Details are at (801) 818-6161 or <http://bit.ly/1tDS04k>.

**Feb. 21, 3-4:30 p.m.**

**"Jump Start: Intro to**

**see CALENDAR page 14**



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**SUMMIT**

from page 1

At the summit's opening session, Carine Clark of Banyan was happy to hand Betts a \$100 bill after losing a bet that the event could even double its first-year attendee total.

"You could say that I owe you twice that because you blew past it and you're almost at 15,000," Clark told him.

"I expected a little more, Clint," deadpanned Dave Bate-man of Entrata. "Three hundred percent growth year over year? I mean, come on."

Betts said that having the largest tech event in Utah history was symbolic of overall tech industry growth in the state. "The people in this room believed a world-class tech summit and a world-class tech community could be built in the state of Utah," he told the crowd. "I believe we've proved that today. Don't you?"

No longer are qualifiers or explanations needed when telling people about living in Utah, he said. "We don't need to add qualifiers anymore, ladies and gentlemen. From now on, let's just

say, 'I live in Utah, period.' We should be proud of this state, we should be proud of what we've accomplished as a community," he said before joking, "Maybe we shouldn't be so proud of your willingness to miss two days of work."

Josh James of Domo said the idea for the summit came two years ago when he attended "a crappy little conference" in Provo that nonetheless had great content and people. Silicon Slopes leaders decided "we need to do something really big," he said.

James, who started the organization and coined the term "Silicon Slopes" a decade ago, said he thought the summit would turn into something big quickly. "But two years from now, I would say it exceeded what we were hoping for," he said. "It's been interesting to kind of reflect on it. I mean, 14,000 people registered for this. It's unbelievable. I'm so excited."

Several speakers said the summit was emblematic of Silicon Slopes and Utah's tech industry explosion over the past few years.

"I could never had done this business in Montana," Bate-man said of Entrata and his home

state. "The tech climate, the engineering resources — they haven't evolved in that state like they have here. It's just been a fantastic experience building the company here in the state, and I think it's a fantastic place for anybody who wants to launch any sort of a tech company, to do so."

"The way this has grown and emerged over the last year, year-and-a-half, is just incredible," said Aaron Skonnard of Pluralsight. He noted that Domo, InsideSales, Pluralsight and Qualtrics were all on the Forbes Cloud 100 list this year and that Forbes dubbed Utah "Cloud Computing's New Capital."

"What's amazing is, it's not just Josh at Domo, it's not Omniture, it's not InsideSales," said Dave Elkington of InsideSales.com. "It's, like, everybody here. This whole thing is this groundswell. It's a phenomenon."

Marcus Liassides of Sorenson Media said Utah is "a fantastic place."

"You know, we can sometimes moan and grumble about some of the things that we'd like to be better, but I've set businesses up in three different countries now and no other country that

I've operated a business in has anything like this," he said of the state's tech ecosystem.

"We have a lot of talent, and we want more. We have great businesses here, and I love the belief. Belief is important to me. When you're trying to do something as a world first, which many of us do as entrepreneurs, you have to believe in yourself, and Utah just has that culture of belief. Maybe it extends back to the pioneers, I don't know, but I love that here, and it's important in both the employee base and in the community leaders, too."

Ryan Smith of Qualtrics said the summit and movement are "amazing" and that they had been incubating for a long time. "And I think you can get the feeling from everyone backstage and hopefully everyone here [that] it's pretty incredible," Smith said.

As for Silicon Slopes' future, Smith predicted four Utah companies will have initial public offerings this year — "I think that rivals probably everywhere but Silicon Valley" — but the state needs to have more sustainable tech companies. He described Utah as "a state of implants" that needs even more people coming in to help the industry grow. Qual-

trics brought in 150 transplants last year.

"If every single person in this audience could invite one person to relocate to the state of Utah and help fill some of those pockets where we need help — engineering, executive talent, more diversity, more senior women — that would go a long way to set the road for future generations," Smith said.

James saw potential in the huge summit crowd, whose members could follow Silicon Slopes leaders and someday run their own successful tech companies. He said many students and budding entrepreneurs at the summit are, like he once was, "young, dumb and broke."

"That's where I was when I was in high school and college and right after college, but great things can be done and that's really exciting," James said. "I love to say, 'Shoot for the stars, end up on the moon,' and I hope there's a lot of people here that are going to end up on the moon."

"Silicon Slopes Tech Summit, like the Silicon Slopes community, is rapidly becoming a globally recognized tech hub for tech and innovation," Betts said. "And we're just getting started."



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## Opinion

# Real federalists need to step up and leave marijuana decision to the states

You would think that the Justice Department has better things to do than to restart a federal war on marijuana or that it would want to stay away from interfering with the will of the people in the 29 states — plus the District of Columbia — that allow at least the medical use of marijuana. But you would be wrong. Thanks to Attorney General Jeff Sessions, we have now an emerging conflict between federal and state laws. That conflict should be resolved in favor of the states.

When he was a senator, Sessions once said during a Senate hearing, “Good people don’t smoke marijuana.” So nobody was surprised when a few weeks ago, he revoked the Cole memo — a document that provided guidance to federal prosecutors about targeting sales to children, money laundering and sales across state lines, as opposed to targeting the legal state sale of medical and recreational pot.

The memo was a poor alternative to revoking the Controlled Substances Act of 1970, which, the Cato Institute’s Trevor Burrus writes, “defined marijuana as a Schedule 1 drug, meaning that it has no

accepted medical uses and has a high potential for abuse.” He adds, “Despite advances in our understanding of the medical benefits of marijuana, and despite 29 states having legalized medical marijuana in some form, federal law treats marijuana (as if it were) as dangerous as heroin.” Note that cocaine,

which has recognized medical uses, is a Schedule II drug.

The memo had the very positive effect of providing banks, users and dispensaries with confidence that they could operate legally without arrest. Unfortunately, Sessions’ move could signal intent to use federal power to go after individuals and corporations in states that allow marijuana.

Though this is a legal move, it is ill-advised. Whatever one thinks of pot use, I can’t imagine a good justification for going back to prosecuting the perpetrators of victimless crimes except that it fits nicely with the AG’s outdated and paternalistic views.

It also goes against federalism, a belief that Republicans claim to hold, wherein states should be allowed to make decisions outside federal control on a variety of issues — such as legalizing marijuana. The

Founding Fathers wrote a Constitution that distributed political power between the states and a national government. Police powers reside with the states, not at the federal level.

Our nation operates on consent of the governed. An Aug. 3 Quinnipiac University poll indicated that 94 percent of Americans support adult use of marijuana for medical purposes, if prescribed by a doctor. This poll indicated that Republican support for medical marijuana is at 90 percent. An Oct. 25 Gallup Poll shows that a majority of Republicans support fully legalizing marijuana. At a time when Republicans are worried about following the will of the voters they’ll face this November, they might want to note those lopsided numbers.

States should be allowed to make decisions outside federal control on a variety of issues and let the people, not the federal government, decide what they want.

Right now, many states respect the right of individuals to choose medical marijuana to treat stress, the nausea associated with cancer treatments and epilepsy. In eight states, the people have gone a step further and consented to adults using marijuana without a doctor’s prescription. It’s the essence of liberty to let people make their own deci-

sions as long as they’re not harming others.

This notion eludes Sessions. In 2014, Congress passed the Rohrabacher-Farr amendment, which prohibits the Justice Department from prosecuting medical marijuana businesses in states that allow it. Naturally, the AG wants Congress to pass an appropriations bill removing that language. Now’s the time for the real federalists in Congress to stand up and stand by Rep. Dana Rohrabacher, R-Calif., and Sen. Patrick Leahy, D-Vt., who want this restraint on federal interference to continue.

Will the defenders of federalism stop a new war on drugs? The House and Senate are loaded with members who have parroted talking points and claimed that they’re federalists; now we’ll see whether their action matches up with their rhetoric. Trying to stop the Justice Department’s new war on states that have consented to the use of marijuana is an act defending federalism and the will of the people.

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



VERONIQUE de RUGY

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# Democrats don't realize they differ from working class on immigration

Today, Emmanuel Macron is the most admired world leader among liberals, centrists and cosmopolitans around the globe. He has managed to win the French presidency, enact reforms and stay relatively popular — all while speaking positively about the free market, the European Union, globalization and trade. He has done all this in the face of a tide of populism that is still surging. What’s his secret? One key area to watch him on is immigration.

Recently, Macron announced, yet again, that his government would be tougher on immigration, expediting asylum claims and then actually deporting those whose applications were rejected. (In 2016, France deported less than 20 percent of those denied asylum.) He insisted that he would never permit another “Jungle” to appear on his watch, referring to the enormous makeshift refugee camp that was cleared in 2016. Macron is being criticized from the left and congratulated by his former opponent in the presidential election, the populist right-wing leader Marine Le Pen.

Macron has been an extraordinarily shrewd politician and has a chance to be one of the great presidents of France’s Fifth Republic. He understands something about the popular mood — and not just within his nation’s borders. In Germany, Angela Merkel has seen her once sky-high public support crater over one central issue — her decision in 2015 to allow in a million refugees, many from Syria. In the recent German elections, in which Merkel’s party lost ground and the right-wing AfD won enough votes to enter the Parliament for the first time, exit poll-

ing showed that 90 percent of voters wanted those rejected for asylum to be deported faster and 71 percent wanted to cap the overall number of refugees.

The central issue feeding populism around the globe is immigration. That’s why you still see right-wing populism in such countries as Germany, Holland and Sweden, where economic growth is strong, manufacturing is vibrant and inequality has not risen dramatically. Donald Trump beat 16 talented Republican candidates because he outflanked them all on one issue — immigration. “The thing [my base] want[s] more than anything is the wall,” Trump explained to the Associated Press.

Meanwhile, Democrats continue to move left on economics, believing that this will make them more credible populists. But polling shows that the public is already with them on economic issues. Where they differ — and especially with white working-class voters — is on immigration. And yet, the party is now more extreme on the topic than it has ever been.

Positions that dozens of Democratic senators took on immigration 10 years ago are now rejected by almost every party leader. Most back then, for example, would have agreed that America’s current mix of immigration skews too heavily toward family unification and needs to attract more immigrants with skills. Now, none will speak on the issue. The party today embraces “sanctuary cities,” suggesting that local authorities should ignore federal laws or even defy federal authorities who try to enforce

the law of the land. Imagine if Republican mayors did the same with regard to laws they don’t like on guns or abortions.

It is difficult to be moderate on any topic these days — most of all immigration. Trump discusses the issue in ways that seem, to me, racist. Factions of the Republican Party have become ugly and mean-spirited in tone and temper, demeaning immigrants and encouraging nativism and bigotry. To compromise with these kinds of attitudes seems distasteful, even immoral.

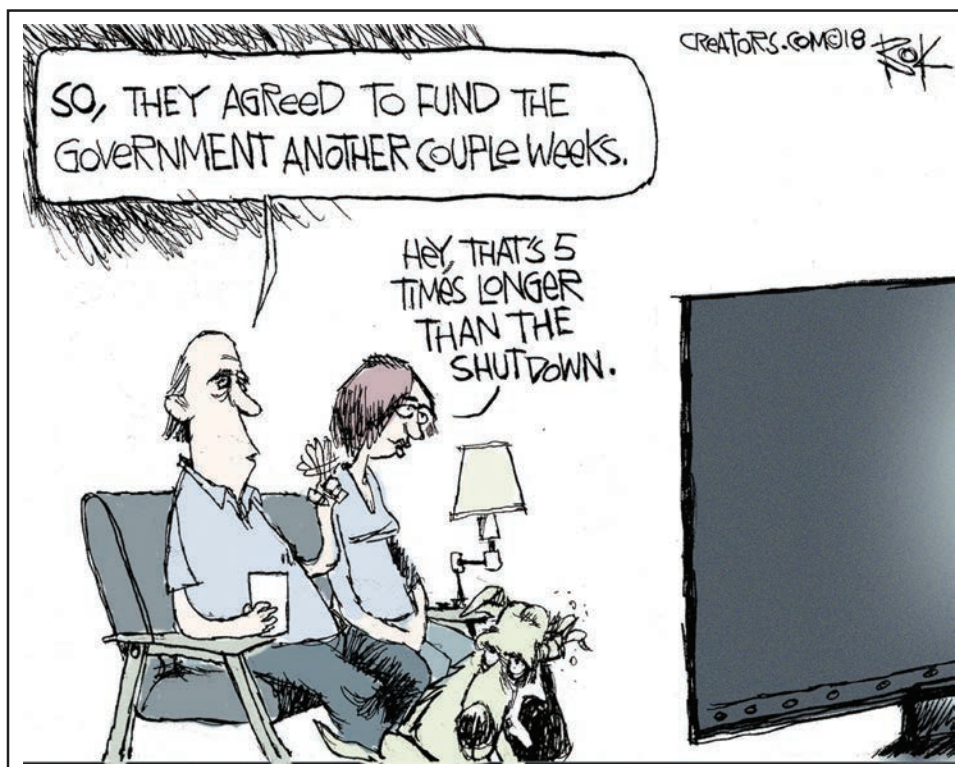
And yet, the issue is one that should allow for some sensible middle ground.

The late Edward Kennedy was one of the most liberal senators in the country. Sen. John McCain is a staunch conservative. And yet they were able to agree on a set of compromises in the mid-2000s that would have largely resolved America’s immigration deadlock and the rage surrounding it. Canada used to have strong nativist forces within it. But ever since its immigration system moved to a skills-based one — coupled with strong efforts at celebrating diversity, multiculturalism and assimilation — it has had few such voices. And this, de-

see ZAKARIA next page



FAREED ZAKARIA



# Opinion

## New UofU president Watkins has a chance to help save the American Dream

The American Dream is in trouble. According to a study (2015) made by Gallup, for the first time in decades, more businesses are dying than are being born. The trend lines — businesses being born and businesses dying — crossed in 2008. “Until 2008, startups outpaced business failures by about 100,000 per year. But in the past six years, that number turned upside down. There has been an underground earthquake. And as you read this, we are minus 70,000 in terms of business survival,” Gallup said.

When I was running our shop, I was told that our marketing territory (Utah) was 0.5 percent of the national market. Today, there are approximately 6 million small businesses in America which employ 60 million-plus workers. Add to that the 20 million individuals in business by themselves and you have about 50 percent of America’s total workforce.

This means that there are approximately 30,000 firms with 300,000 employees in Utah that have more than one employee and 100,000 individual proprietorships, which adds up to a grand total of 400,000 Utahns that depend on small business for employment.

“If I started Subway today, Subway would not exist,” Fred Deluca, founder of the sandwich chain, told CNBC. Deluca

said the environment for entrepreneurs in the U.S. has “continuously gotten worse because there are more and more regulations. It’s tough to get people into business, especially small business.”

I have written a sizable number of columns where I opined about the harmful effects of having to comply with regulations. Thankfully, the Trump administration has recognized that the cost of complying with regulations is a huge detriment for Americans to be able to live better lives.

But there is a “rest of the story” and that is that small businesses and their employees must become a hell of a lot better in order to be able to compete globally and this is where newly selected President Watkins and the University of Utah could do a wonderful service for America.

When I was at the University of Utah eons ago, I majored in business with an emphasis in statistics. The reason I got my Bachelor of Science degree in business was that I flunked out of the engineering school and I found out that I could transfer my mathematics class credits for accounting class credits in the business school. And yes, I got my B.S. in the required four years.

My last year in college at the University of Utah, I learned all about how to be-

come an employee of a large business. We studied case histories about companies like General Motors and IBM and there was not one case history about a small business. Since I was destined to be a small-business employee, I now question the advisability of this curriculum.

As mentioned before, I was able to transfer my mathematics credits for accounting credits, which is what I decided to do. Maybe I should have taken an extra three quarters in accounting studies, but I did not. Again, in retrospect, not having college-taught accounting was not a deterrent to a successful career of owning a small business. I hired accountants.

We must look towards the East because our main global competitor, China, has determined that a successful small-business environment is a key to their global domination. They have instigated all sorts of programs, such as providing government-subsidized funding, to help Chinese small businesses reduce their cost of financing. They are also paying for Chinese students to go to colleges around the world to learn how to be more creative. China is on a fast track to making its small businesses the best in the world — and we need to do the same in order to compete.

President Watkins, I humbly submit the following: Identify what small business needs are for both owners and employees

to become successful in the global economy and then develop a curriculum that satisfies this want.

Robert Pembroke was chairman and CEO of Pembroke’s Inc. in Salt Lake City.



ROBERT PEMBROKE

### ZAKARIA

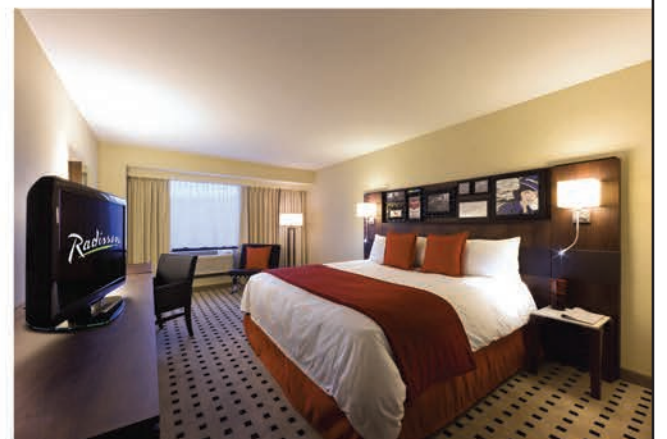
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spite the fact that Canada now has a substantially higher percentage of foreign-born residents than the United States.

The scale and speed of immigration over the past few decades is a real issue. Just since 1990, the share of foreign-born people in America has gone from 9 percent to 15 percent. It has nearly doubled in Germany and the Netherlands and nearly tripled in Denmark. Most of the new immigrants do come from cultures that are more distant and different. Societies can only take so much change in a generation. If mainstream politicians do not recognize these realities and insist that those who speak of them are racists, they will only push the public in its desperation to embrace the real racists — of which there are many.

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

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## CALENDAR

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**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 Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

**Feb. 21, 5:30-6:30 p.m.**

**QuickBooks Workshop,** a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

**Feb. 21, 5:30-6:30 p.m.**

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

**Feb. 21, 6-9 p.m.**

**ChamberWest Chamber**

**of Commerce Annual Awards Gala,** with the theme "Dust Off Your Boots." Harmons will receive the 2018 Hall of Fame Award. Winners will be disclosed for Business of the Year, Small Business of the Year, Best New Business, Best Place to Work, and Volunteer of the Year. Location is the Maverik Center, 3200 Decker Lake Drive, West Valley City. Details are at [chamberwest.com](http://chamberwest.com).

**Feb. 22, 7-8:30 a.m.**

**UTC Legislative Breakfast,** a Utah Technology Council event featuring a discussion of the latest policy issues that affect the local

tech industry and a chance to hear from local legislators. Location is the East Senate Building, Utah State Capitol, 350 State St., Salt Lake City. Details are at [utahtech.org](http://utahtech.org).

**Feb. 22, 11:30 a.m.-1 p.m.**

**Lunch and Learn,** a Murray Area Chamber of Commerce event. Speaker is John Taylor of Keep It Marketing. Location is The Union, 7176 S. 900 E., Midvale. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

**Feb. 22, 6-7 p.m.**

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

**Feb. 22, 6-7 p.m.**

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

**see CALENDAR next page**

**GENERIC***from page 1*

The new company will “provide an alternative to sole-sourced, overpriced, in-short-supply medications,” Harrison said.

According to the new group, prices for some generic drugs have skyrocketed with the lack of competition. A lack of manufacturing capacity has also caused shortages of some vital generic drugs in recent years, including painkillers, cancer drugs and saline. The problem has complicated hospitals’ efforts to control rapidly rising drug spending. The nonprofit would set its own prices, it said. The new company will “understand our production costs really well” and won’t have to return equity to shareholders, as investor-owned companies do, said Dan Liljenquist, vice president of the enterprise initiative office at Intermountain. Generic drugs account for 85 percent of drugs administered in Intermountain’s hospitals and outpatient clinics, he said. They account for one-third of the cost, he added. Although the hundreds of hospitals owned by the four partners will be customers of the nonprofit, they will make drugs available to others, Liljenquist said. “The power of this idea is we very much intend to make a market for these drugs.”

“As has been widely reported, certain generic drug manufacturers have been widely criticized for unwarranted and arbitrary price increases and for creating artificial shortages of vital medications,” the release from Intermountain said. “These activities have resulted in some generic drugs increasing in cost by more than 1,000 percent in just a few months for seemingly no reason. Research into the actual costs of manufacturing and distributing generic drugs suggests that, in many instances, generic drug prices can be reduced to a fraction of their current costs, saving patients and the healthcare systems that care for them, hundreds of millions of dollars each year.

“Many of the well-publicized problems in the U.S. generic drug market can be attributed to a reduction in the number of suppliers, consolidation of production volume and a concentration of market pricing power,” the release continued. “These market factors are particularly problematic with older generic medications that hospitals rely on every day to take care of desperately ill patients. This new initiative will bring together healthcare systems from around the country to help address these generic drug market failures, providing the new not-for-profit generic drug company with plenty of customers ready and eager for its products.”

“It’s an ambitious plan,” said

Harrison, “but healthcare systems are in the best position to fix the problems in the generic drug market. We witness, on a daily basis, how shortages of essential generic medications or egregious cost increases for those same drugs affect our patients. We are confident we can improve the situation for our patients by bringing much-needed competition to the generic drug market.”

Laura Kaiser, president and CEO of SSM Health, said, “All Americans deserve access to high-quality, affordable care. The best way to control the rising cost of health care in the U.S. is for payers, providers and pharmaceutical companies to work together and share responsibility in making care affordable. Until that time, initiatives such as this will foster our ability to protect patients from drug shortages and price increases that limit their ability to access the care they need.”

“This initiative has the potential to greatly expand the availability and affordability of critically needed medications for millions of Americans, especially for people living in poverty and those most vulnerable,” said Anthony R. Tersigni, president and CEO of Ascension. “Rather than waiting and hoping for generic drug companies to address this need, we are taking this bold step on behalf of those we are privileged to serve. I’m pleased to see our respective systems come together along with the VA to ensure affordability and access to these essential medications.”

Dr. Richard J. Gilfillan, CEO of Trinity Health, said, “For people in the United States, there is a dangerous gap today between the demand and supply of affordable prescription drugs. If the only way to provide our communities with affordable drugs is to produce them ourselves, then that is what we will do. We look forward to more healthcare systems around the country joining this people-centered effort.”

**EMPLOYMENT***from page 1*

increases in December as compared to last year.

The natural resources and mining sector decreased by 500 positions, while the information sector lost 100 positions and financial activities employment remained unchanged from a year ago. The largest private sector employment increases were in the leisure and hospitality sector with 8,300 new jobs. Construction added 6,300 jobs and education and health services tacked on 6,300 positions. The fastest employment growth occurred in construction (6.9 percent), leisure and hospitality (6.0 percent) and other services (3.5 percent).

Harrison also said that the Department of Veterans Affairs is involved in formulating plans for the new nonprofit and has expressed interest as a purchaser.

Dr. Carolyn M. Clancy, executive in charge of the Veterans Health Administration said of this initiative, “As an organization which must have an affordable and stable supply of generic pharmaceuticals to fulfill its healthcare mission, the Department of Veterans Affairs looks forward to the value this new company will bring to healthcare in the United States and applauds Intermountain Healthcare, Trinity Health, SSM Health and Ascension for this initiative. Increasing generic drug manufacturing capacity will generate a more stable generic drug supply and will reduce the negative clinical impact of chronic drug shortages, including the impact on our nation’s veterans.”

The formation of the new not-for-profit generic drug company will be guided by an advisory committee that includes a roster of well-known experts from the pharmaceutical industry, business and government. The committee will include Madhu Balachandran, retired executive vice president of global operations for multinational biopharmaceutical company Amgen; Dr. Don Berwick, president emeritus and senior fellow at the Institute for Healthcare Improvement; Clayton Christensen, professor at the Harvard Business School and founder of Innosight; Bob Kerrey, managing director of Allen & Co. and former Nebraska governor, U.S. senator and pharmacist; Martin VanTrieste, retired senior vice president and chief quality officer at Amgen; and other senior-level leaders from the four organizations founding the company.

“It’s hard to make people better if they don’t have access to the medicines they need,” Harrison said. “To add insult to injury, those medicines are being priced in a way that’s nonsensical.”

**CALENDAR***from previous page***Feb. 22, 6-7 p.m.**

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

**Feb. 23, 7:30-8:30 a.m.**

**Eggs & Issues,** a Murray Area Chamber of Commerce event. Speaker is Mike Squires, who recently ran for the Senate District 8 seat. Location is Mimi’s Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at [murraychamber.org](http://murraychamber.org).

**CLASSIFIED****CAREERS****International Relief Teams Seeks Skilled Construction Volunteers**

International Relief Teams (IRT) is seeking volunteers with construction skills (handypersons or licensed contractors) for one week deployments to U.S. flood affected areas to help those families who cannot financially recover on their own, get back into their homes.

Our construction teams are currently working in Louisiana in the aftermath of last year’s record floods, and anticipate we will be needed in Texas in the near future.

Although skilled construction volunteers are our first priority, we will be adding a limited number of unskilled volunteers to each team. All volunteers accepted for this assignment will be flown commercially from an airport near their home to an airport near the job site, leaving on a Sunday and returning the following Sunday. IRT will provide minivans for volunteers to use to for local transportation to and from the arrival airport and to and from the job site.

Teams will be housed at local churches or other suitable facilities. Volunteers are responsible for bringing their own bedding, towels, and toiletries. There is a \$150 volunteer participation fee to help cover airfare and local transportation costs, and volunteers are responsible for their own meals while on assignment.

Work is performed Monday through Friday (full days) and a half day on Saturday. Job assignments generally include installing windows, doors, kitchen cabinets; laying tile, linoleum, or wood flooring; building handicap ramps to the home; roofing; drywall and mudding; finish carpentry work, finishing plumbing; and other related tasks. We ask each volunteer to bring basic hand tools, such as a tool belt, hammer, pliers, putty knives, tape measure, etc. Power tools, generators, compressors, and other large specialty tools are provided by IRT and our local agency partners.

For more information, contact Brett Schwemmer ([bschwemmer@irteams.org](mailto:bschwemmer@irteams.org)), or to apply for an assignment, fill out an online volunteer application ([www.irteams.org](http://www.irteams.org)).

About IRT: Since 1988, IRT has been actively involved in helping families in need in 68 international disasters, and 24 U.S. disasters. IRT construction teams worked for more than six years repairing and rebuilding homes in Mississippi after Hurricane Katrina, and four years in New Jersey after Superstorm Sandy, and is now working in Louisiana after last year’s record floods.

**TECHNICAL**

**Oracle America, Inc.** has openings for **Technical Analysts- Support** positions in Lehi, UT. Job duties include: Deliver post-sales support and solutions to the Oracle customer base while serving as an advocate for customer needs. Apply by e-mailing resume to [dustin.halliday@oracle.com](mailto:dustin.halliday@oracle.com), referencing 385.20076. Oracle supports workforce diversity.

**ALLY**  
*from page 5*

pointed to year-over-year revenue growth as the top trade trigger (28 percent), followed by year-over-year EPS growth (12 percent) and gross margins (7 percent).

- Apple: Apple’s enduring reputation for innovative consumer products continues to be its calling card, with investors pointing to new product launch(es) as a top trade trigger (18 percent), followed by product sales by category (16 percent) and year-over-year revenue growth (12 percent).

egory (16 percent) and year-over-year revenue growth (12 percent).

- Netflix: The number of active users/subscribers was Netflix’s top trade trigger (29 percent), followed by year-over-year revenue growth (10 percent) and year-over-year EPS growth (9 percent).

- Google: Ad revenue was the top Google trade trigger (18 percent) followed closely by year-over-year revenue growth (17 percent) and with year-over-year EPS growth (9 percent).

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