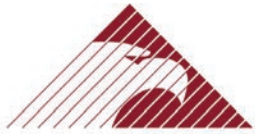


Focus



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State incentives enough to get \$337M convention hotel going

Brice Wallace
The Enterprise

After several stops and starts, a long-desired hotel adjoining the Salt Palace Convention Center has a state-funding green light.

The Governor's Office of Economic Development (GOED) board last week approved an incentive of up to \$75 million in incremental state sales taxes over 20 years, and incremental city and county sales and property taxes over 25 years to get the \$337 million project underway at the southeast corner of West Temple and 200 South and connected to the Salt Palace.

With the generation of \$55 million in upfront equity, the project will feature \$281 million in private equity from Portman

Holdings, based in Atlanta, and third-party equity investors.

Construction could start in late 2019, with the 680,000-square-foot hotel opening in April 2022. As currently envisioned, it would have 725 rooms, 62,000-plus square feet of meeting space, an outdoor event terrace, a restaurant, parking and other components.

The incentive was awarded to Salt Lake City CH LLC, a joint venture among DDRM; Portman Holdings; Piper Jaffray; and other design, construction and operating partners.

The idea of a hotel on or near convention center property was studied in 2004 and 2008. The structure of a public/private

see HOTEL page 2



It has taken more than three years to get the job done, but Tooele County has announced a deal to sell the former Miller Motorsports Park — now the Utah Motorsports Campus — to the Chinese company that has been operating the facility since the Larry H. Miller Group decided to get out of the racing business in 2015.

Deal is finally done; Tooele Co. sells motorsports park to Mitime

John Rogers
The Enterprise

It's been more than three years since the Larry H. Miller Group — which built and operated what was originally known as Miller Motorsports Park — announced that it would not be renewing its lease on the tract of land owned by Tooele County on which the \$200 million installation sits. The move effectively transferred ownership of

the racing facility and all of its infrastructure to Tooele County.

Now, after three failed attempts by the county to sell the 511-acre facility and millions of dollars in legal wrangling, it looks like the Tooele County Commission has reached a deal that will stick. The commission has announced that it has reached an \$18.55 million agreement to sell what is

see MITIME page 19

Qualtrics IPO could be Utah's biggest ever

A Provo-based company that develops and markets software that helps companies understand how to keep customers satisfied, is going public. Qualtrics has filed the necessary paperwork with the U.S. Securities and Exchange Commission to raise \$200 million through an initial public offering. The IPO is generally expected to be the largest in history for a Utah company with tech industry publications estimating the company's valuation at about \$2.5 billion.

Qualtrics was founded in 2002 by current CEO Ryan Smith and his college roommate, Scott M. Smith, with the stated goal of making "sophisticated research simple for the academic market," according to the filing. The company later expanded beyond the academic world to serve corporations with core products focused on improving experience in the areas of customers, products, brands and employees. It competes against products such as Medallia and SurveyMonkey and marketing research firms such as Aon Hewitt and Towers Watson.

In 2016, Ryan Smith was named No. 12 on *Fortune* magazine's 40 Under 40 listing.

Although originally founded in Utah, the company opened a "co-headquarters" in Seattle in 2015 where it now employs over 300. Earlier this year, the company also opened a European engineering center in Krakow, Poland. Qualtrics now employs over 1,800 in its various operations.

Qualtrics brought in net profits of \$2.5 million on just under \$290 million in revenue in 2017, according to the IPO filing. For the first half of 2018, Qualtrics brought in more than \$184 million in revenue, \$53 million more than it reported a year prior. The company has raised \$400 million over its lifetime, including a \$180 million round in 2017, and its backers include Accel, Insight Venture Partners and Sequoia Capital.

"With the introduction of new technologies and the evolution of our solutions and new market entrants, we expect competition to intensify in the future," the company wrote in its IPO filing. "We also anticipate that potential competition may come in the future from incumbent software providers."

Qualtrics' initial offering of \$200 million in the prospectus filed with the Securities and Exchange Commission will likely change when they actually go to market, industry analysts predict. Company officials have not yet announced details of the offer-

see QUALTRICS page 19



Utah loses top pollster

Utah's preeminent pollster has died. Dan Jones, 84, succumbed to congestive heart failure that he had battled for several years, according to his wife, businesswoman and former legislator Pat Jones. Mrs. Jones said that he was surrounded by his family when he died on Nov. 2.



Dan Jones

Best known for his polling firm, Dan Jones & Associates, Jones taught at the University of Utah for more than 52 years. He received his Ph.D. from the university and was a lifelong ardent supporter of the school's athletic programs.

Both Dan and Pat Jones had a lasting impact on the Utah political landscape and Utah politicians immediately responded to his passing.

U.S. Sen. Orrin Hatch, R-Utah, said, "Dan was a remarkable man who had a profound impact on Utah's political landscape. But most importantly, he was a great friend. Elaine and I will miss him dearly. My prayers are with Pat and the Jones family at this difficult time."

Mitt Romney called Jones a "political institution in Utah" in a statement last week. "For years his good work kept our political system on a straight and honest path. He will be missed, but his influence and impact will be felt by our state for years to come," Romney said.

U.S. Rep. Mia Love, R-Utah, also tweeted, "My friend Dan Jones was an icon in Utah politics and he will be missed. My sincere condolences to his wonderful family and friends." The Utah Republican Party tweeted, "We're sorry to hear of the passing of Dan Jones. We, too, offer our sincere condolences to his wife, Pat, and their family at this difficult time."

"Dan was a remarkable man, in Utah's political arena, and also as an educator, policymaker and influencer who readily shared his wisdom and passion with everyone he met," said Derek Miller, president and CEO of the Salt Lake Chamber in a prepared statement.

As a professor at the UofU, Jones conducted his first survey in 1959 and co-founded Dan Jones & Associates with his wife in 1980. In addition to his educational and political careers, he was also a captain in the U.S. Army.

Pat and Dan Jones have seven children and 16 grandchildren. He was buried at the Mountain View Cemetery in Cottonwood Heights following his funeral last on Nov. 10.

WTC Utah awards 10 export grants

World Trade Center Utah (WTC Utah) recently awarded funding to 10 Utah companies as part of the Utah Export Acceleration Grant (EAG). Created to help small and medium-sized businesses actualize their international business goals, the EAG is administered by WTC Utah and made possible through a contribution by JPMorgan Chase & Co.

"JPMorgan Chase & Co. and the Export Acceleration Grant are catalysts that enable Utah businesses to expand internationally," said Miles Hansen, president and CEO of WTC Utah. "WTC Utah works with Utah businesses that receive the Export Acceleration Grant to identify and capitalize on international growth opportunities by brokering introductions, providing consultations and conducting market research."

Recipients of the grant obtain access to knowledge, tools and connections that are otherwise out of their reach. Additionally, grant recipients receive reimbursements for education, services and travel activities geared towards advancing their international business plans. Examples include translation and research fees and travel costs associated with trade missions and trade shows. With this grant, businesses gain the opportunity to begin or increase their exporting activities and enter into new markets.

GoZunder LLC, a 2018 recipient of a Utah Export Acceleration Grant, creates products to enhance and normalize bathrooms of disabled, elderly and post-operative patients at competitive prices. The business used the funds they

received from the EAG to attend an export-led trip to the United Kingdom. "Obtaining a feel for a market is never possible from a distance," said Nigel Gillingham, GoZunder director. "By connecting face-to-face with suppliers and manufacturers, we were able to forge connections and identify opportunities."

Additionally, grant funds were used to help BEST Police Training LLC and Expedition One LLC, Peejamas, Millcreek Cacao Roasters LLC, Reef Life Restoration, Sugar House Awning & Canvas Co., Expedition One, Limble CMMS and The Blueberry Hill LLC.

WTC Utah and JPMorgan Chase & Co. will be awarding additional grant funds at the Utah Global Forum on Nov. 8 during the pitch competition breakout session. More information is available at utahglobalforum.com/.

take part in the first Exportech program in Utah. The Exportech program was in partnership with U.S. Commercial Service and the University of Utah Manufacturing Extension Partnership (UUMEP) Center. The purpose of the national program is to help small and mid-sized companies boost their sales revenues via exporting.

The following companies are recipients of the Utah Export Acceleration Grant: BEST Police Training LLC, Vaporsens Inc., GoZunder



HOTEL from page 1

partnership to develop such a hotel was formulated in 2013. Legislation passed in 2015 outlined that structure and the incentives for public space in the project and required the hotel be within 1,000 feet of the Salt Palace. In 2015, Omni Hotels and Resorts was selected as the project developer but a development agreement was never reached among the various parties. DDRM was selected in 2016 through a request-for-proposals (RFP) process.

The land for the hotel will be conveyed from Salt Lake County, which owns and operates the Salt Palace, to Salt Lake City CH LLC.

The site is "an almost ideal situation," Roger Zempell, senior vice president of development for Portman Holdings, told the GOED board. "That direct connection will be a real plus for the hotel business and meeting planners and everyone involved," he said.

Potential brands for the hotel are Marriott, Hyatt, Westin and Hilton, with a selection expected to be made in early 2019.

Mel Lavitt, chairman of the GOED board's incentives committee, said the project likely will get the same results as those in Denver, which he said has be-

come "a big convention city." "There's probably nonstop conventions in Denver, which everybody benefits from - the whole downtown, certainly," Lavitt said. "And I think that's what will happen here because a rising tide lifts all boats. It may take a while and some of the current hotels may have to redo or refurbish their lobbies and their rooms in order to keep competitive, but that's business."

"I think we need it. We've always needed it. It's not the only answer, but it's going to significantly help the city and the state."

Board member Ted Wilson said the project is "one good sign we've finally turned a corner" following the loss of the twice-a-year Outdoor Retailer trade-shows, which bolted Salt Lake City for Denver. Board member Margaret Jacobs noted that the project opening will coincide with the completion of the Salt Lake City International Airport terminal reconstruction.

Board member Christopher Conabee, also a member of an independent review committee on the project, said the project "slays a lot of dragons."

"You get the ability to take something that is not providing any tax base but now not only does it provide tax base, but it provides tax base that helps us subsidize the project moving forward," Conabee said.



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Merit Medical announces plans to grow by 2,400 jobs in next 15 years

A longtime pillar of Utah's medical device industry will grow by 2,400 jobs over the next 15 years as it expands its headquarters operations.

Fred P. Lampropoulos, chairman and CEO of Merit Medical Systems Inc., based in South Jordan, announced the growth plan last week during a meeting of the Governor's Office of Economic Development (GOED) board.

The board incentivized some of the growth, approving a tax credit of up to nearly \$17.9 million over 15 years that is tied to the creation of up to 1,010 jobs paying an average of \$92,000 a year.

The capital investment for the project is estimated at \$505 million.

Founded in 1987, Merit Medical develops, manufactures and distributes disposable medical devices used in intervention, diagnostic and therapeutic medical procedures. It has about 5,600 employees worldwide and has manufacturing and research and development facilities in seven countries.

Lampropoulos told the GOED board that the headquarters expansion will result in the hiring of many accountants, lawyers and engineers. "And I think the most important part, and the part that I'm most excited about, is that we get to hire our kids — the biomedical engineers, the mechanical engineers, the electrical engineers — and we can't find enough of them. So I think this helps us present a place where kids can come home," he said.

"Every week, I get, I don't know, five to 10 letters from engineers and people who were educated in the state who want to come back home, [and are] looking for a job that they haven't been able to find in the past."

Young people in Utah are "extraordinarily

bright," he said. "Your kids, your grandkids, are extraordinarily bright and they're being well-trained at our universities, and we have a place for them."

The expansion is expected to result in new wages of about \$983.7 million over 15 years and new state tax revenues of nearly \$71.5 million during that time.

"This is a very competitive project," Thomas Wadsworth, GOED's business development and corporate incentives manager, said before the incentive vote. "As we all know, this is a publicly traded company. Fred needs to do what's in the best interest of his shareholders. They have existing operations all over the world with additional capacity, so we're extremely lucky to have the opportunity to keep this here in Utah."

"That's why this is such a really great incentive," said Mel Lavitt, chairman of the GOED board's incentives committee. "We're helping a local company that keeps expanding. It started with an idea and has become a major company in medical tech. This is really one of the things that we should be the proudest of: helping the company expand and stay in Utah, as opposed to 'Good-bye! See you later!'"

"Merit is a homegrown company that has responsible growth, great tech and demonstrated success," Val Hale, GOED executive director, said in a prepared statement. "This internationally known company is saving lives, and we could not be more proud to have them call Utah home."

"Utah-grown Merit Medical just keeps growing," said Theresa Foxley, president and CEO of the Economic Development Corporation of Utah. "We can't wait to see the company go after its ambitious goals and solidify its leadership in the medtech space."

Industrial Supply buys SLC's Paxton Production Tools

Industrial Supply Co., a Salt Lake City industrial tool and supply distribution company, has acquired Paxton Production Tools. Paxton has distributed cutting tools from its Salt Lake City base since 1956.

"With a combined experience of over 160 years in industrial supply distribution, the acquisition is intended to offer an even higher level of customer experience for both companies' customers," Industrial Supply said in a release.

"Like Industrial Supply, Paxton Production Tools is a multi-generational family business that has grown its business through its exceptional customer service. Customers will also now have access to more services and a more comprehensive inventory of quality brands," said Industrial Supply Chairman Phil Thompson. He said he is confident that the Paxton brand will be in great hands and is excited to see the extended reach of industrial supply distribution for both of these brands.

"With this acquisition, we are able to continue the proud tradition and heritage of both companies' powerful brands. We will carry on the goodwill of Paxton and are excited to see the growth and opportunities that come from this as we seek to make continuous improvements and ensure our customers are satisfied," Thompson said.

"We were delighted to learn of Industrial Supply's interest in acquiring the business that our family has nurtured and grown through the years. Although others have expressed interest, Industrial Supply was our first choice. We have been friends, as owners and employers, in this community for over 60 years, and Industrial Supply brings the perfect synergy that we were looking for in a potential buyer," said Paxton executive Bob Paxton.

Paxton Production Tools will maintain its brand and continue to operate from its current location. The integration will be completed in the next several months with a seamless transition that will not interrupt customers, Industrial Supply said.

The acquisition was effective Nov. 1. Terms were not disclosed.

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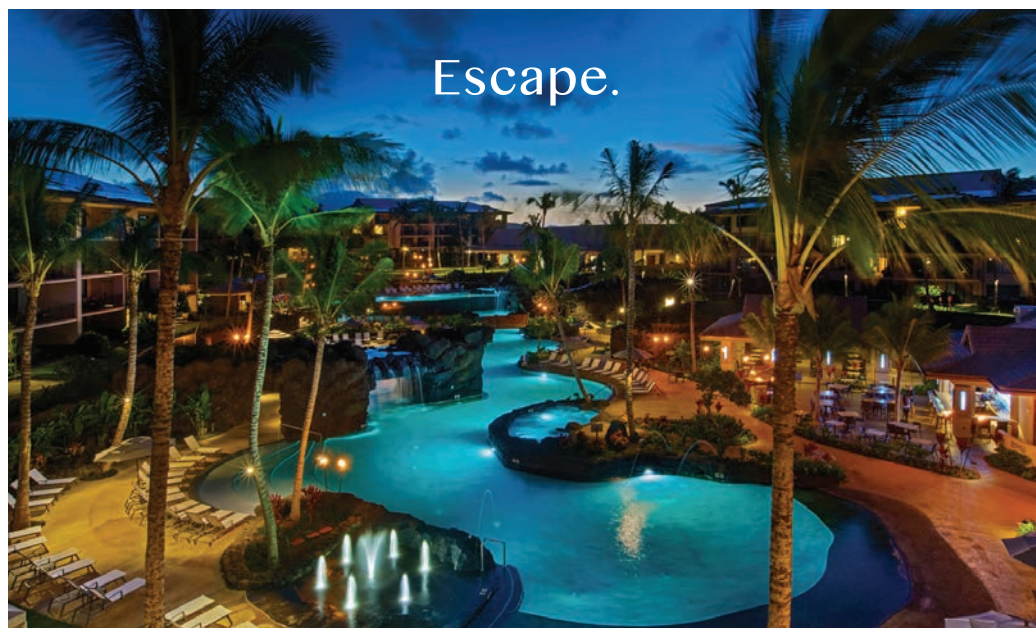
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Tax reform continues to power small-business growth in Utah

Recently, I was shopping at our local store and was amazed that holiday merchandise was already on the shelves. What happened to the tradition of launching the Christmas selling season right after turkey time at the end of November? Little did I know, the holiday shopping season now starts with Halloween and runs straight through until Christmas.

The last three months of the year are critically important for our locally owned small businesses. In fact, statistics show that locally owned retailers earn as much as 50 percent or more of their total annual revenues from the period between Oct. 1 and the end of the year. During this time, businesses invest heavily on labor, new inventory, as well as marketing strategies to stay competitive with online retailers. The holiday season can be a drain both on the business owner's time and cash flow.

The good news is that the Trump administration's tax cuts and regulatory reforms are now enabling small businesses to plan more effectively and reinvest in their companies by expanding, hiring more employees and raising wages. This is support that is badly needed during this time of the year.

Support also comes from the U.S. Small Business Administration. At the SBA, we have the

important job of powering the American dream by empowering aspiring entrepreneurs. As the nation's go-to resource and voice for small business, the SBA provides counseling, capital and contracting expertise so businesses can confidently start, grow, expand or recover. For many, the SBA helps make the American dream of business ownership a reality.



DAN NORDBERG

Over the past nine months, I have talked with a number of small-business owners, elected officials and community leaders across Utah about the critical importance of maintaining a pro-business climate in our local communities. A major component of that includes a national tax environment that allows entrepreneurs to invest more of their money into employees and infrastructure and less into taxes to the federal government.

With the new tax cuts, most small businesses will now be able to deduct 20 percent off their business income in addition to having their taxable income taxed at lower rates. And for the first five years, they'll be able to write off investments in new equipment the year the investment is made.

These pro-growth policies are already producing major dividends in the small-business arena. Utahns are seeing more money in their paychecks following the

president's tax cuts. In addition to the tax cuts themselves, which have benefited virtually everyone, more than 6 million American workers have received a bonus, a pay raise or improved benefits as a result of the president's tax cut law. This translates into great news for small retailers across the country, because consumer spending during the holidays is expected to increase by 5 percent as a result of our growing economy. By cutting taxes and regulations, the Tax Cuts and Jobs Act has helped small businesses, the backbone of America's economy, to thrive and grow.

Let's not forget our manufacturing sector. According to the Center for Manufacturing Output, Utah manufacturers accounted for nearly \$17.47 billion in revenue in 2016, and employed more than 126,900 people in the state. Manufacturer optimism across the nation reached a near-record level in the 20-year history of the National Association of Manufacturers survey, and small-business optimism stands at its third-highest level on record since the National Federation of Independent Business began its survey 45 years ago. As a result of tax cuts and reforms, the American economy is booming, with the number of job openings surpassing the number of job seekers for the first time on record, and the September unemployment rate was at 3.7 percent, making six straight months at 4 percent or below.

I always look forward to the Christmas season with its holiday lights and community togetherness. Holidays can be stressful for all — especially small retailers — but thanks to the improved tax climate, everyone can breathe a little easier. In this more-favorable environment, small businesses

are thriving, entrepreneurs have a greater chance of success and the nation's economic outlook is stronger than ever.

Dan Nordberg is the Small Business Administration Region VIII administrator. Region VIII includes Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming.

Top Utah construction projects honored by industry magazine

The Provo 4th District Courthouse has been named the top construction project of 2018 by *Utah Construction & Design* magazine in its Most Outstanding Projects edition. In all, the magazine handed out 35 awards to 34 projects located in the Beehive State, covering all types of markets, including general building, heavy construction, highway projects and civil construction.

Firms from Utah's architectural, engineering and construction industry submitted a record 101 projects for consideration this year. A panel of seven industry professionals, including key association leaders and representatives from the state of Utah's Division of Facilities Construction and Management and Department of Transportation, evaluated the submitted projects.

Utah Construction & Design magazine will host its sixth annual Most Outstanding Projects Awards Breakfast on Dec. 11 at the Little America Hotel in Salt Lake City.

The winners of this year's contest are listed by prize category, project name and the company that submitted the project:

Project of the Year, Provo 4th District Courthouse, Okland Construction; Commercial/Office, Intermountain Gardner Transformation Center, Jacobsen Construction; Commercial/Retail, Mountain View Village, Layton Construction; Community/Cultural, Summit Co. Services Center and Kamas Library, Method Studio; Community Impact, Union High School, Westland Construction/KMA Architects; Concrete/Structures, Jordan River Pedestrian Bridge and Trail, Stanley Consultants/Gerber Construction; Concrete/Tilt-Up, Inovar, AE Urbia; Design-Build, Four interchanges on Bangerter Highway, RLW/Clyde joint venture; Green/Sustainable, SLC Fire Station No. 14, Zwick Construction; Healthcare-Large, Alta View Hospital campus reconfiguration, Okland Construction; Healthcare-Small, Wasatch Mental Health, Ascent Construction; Higher Ed-

ucation-Large, SLCC Westpointe Workforce Training & Education Center, Big-D Construction; and Higher Education-Small, University of Utah Alumni House, Zwick Construction.

Also: Highway Over \$10M, I-15 Brigham Road to Dixie Drive, Horrocks Engineers; Highway Under \$10M, SR-270 9th South Connector Bridge Rehab, Gerber Construction; Hospitality/Resort, One Empire Pass, Jacobsen Construction; Industrial, UPS Regional Operations Facility, Layton Construction; K-12, Farmington High School, Hogan & Associates Construction; Multi-Family, The Zeller Apartments, Jacobsen Construction; Municipal, SLC Fire Station No. 3, Wadman Corp.; Municipal/Utility, Roosevelt City State Street & Maintenance Project, CIVCO Engineering/Staker Parson Cos.; Private Over \$10M, Mountain America Credit Union Office Building, Okland Construction; Private Under \$10M, Rock Loft, Ascent Construction; Public Over \$10M, Salt Lake County District Attorney's Office, Jacobsen Construction; and Public Under \$10M, Battle Creek/Grove Creek Debris Basin Rehab, Gerber Construction.

Also awarded were Publisher's Pick, Sorenson Center for Clinical Excellence at USU, R&O Construction; Renovation Over \$10M, Weber County Library, Wadman Corp.; Renovation Under \$10M, Ken Garff Volkswagen, Curtis Miner Architecture; Restaurant, Campos Coffee Roastery and Kitchen, Lloyd Architects; Specialty-Electrical, UPS Regional Operations Facility, Hunt Electric; Specialty-Masonry, BYU Engineering Building, IMS Masonry; Specialty-Mechanical, Carolyn and Kem Gardner Commons at UofU, Archer Mechanical; Sports/Recreation, Zions Bank Real Academy, Forterra/Sunroc Corp.; Tenant Improvement, Podium, Beecher Walker/Okland; and Water/Wastewater, 500 South Diversion Phase I Pipeline Project, Whitaker Construction.

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CORPORATE FINANCIAL REPORTS

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

People's Utah Bancorp

People's Utah Bancorp, based in American Fork, reported net income of \$10.5 million, or 55 cents per share, for the third quarter ended Sept. 30. That compares with \$6.2 million, or 34 cents per share, for the same quarter a year earlier.

Net income from core operations was \$10.4 million, or 54 cents per share, in the most recent quarter, compared with \$6.9 million, or 38 cents per share, a year earlier.

Total deposits grew \$344 million to \$1.87 billion year-over-year. Loans held for investment grew \$503 million to \$1.72 billion. Net interest income grew \$7.3 million to \$27.2 million during the 12 months. Noninterest income was \$3.8 million for the quarter, compared with \$3 million for the year-earlier quarter.

People's Utah Bancorp is the holding company for People's Intermountain Bank, which has 26 locations in three banking divisions, Bank of American Fork, Lewiston State Bank and People's Town & Country Bank; a leasing division, GrowthFunding Equipment Finance; and a mortgage division, People's Intermountain Bank Mortgage.

"People's Utah Bancorp achieved strong financial performance in the third quarter," Len Williams, president and CEO, said in announcing the results. "We experienced widening net interest margins and solid loan and deposit growth from a year ago both organically and through our acquisition transactions."

"We are pleased that we achieved \$90 million in core deposit growth in the third quarter and maintained our net interest margins from the second quarter of 2018, despite experiencing greater deposit pricing pressures and strong competitive demand for deposits from both banks and credit unions. We anticipate continued competition for deposits and deposit pricing pressures, consistent with our peers, in the near term. Our focus continues to be on growing our business organically and diversifying our loan portfolio. The economic outlook for the Utah market continues to be strong, which we believe provides us further opportunities to grow our organization. We continue to actively evaluate potential acquisition opportunities throughout the Intermountain West."

Vista Outdoor

Vista Outdoor Inc., based in Farmington, reported a net loss of \$32.8 million, or 57 cents per share, for the fiscal second quarter ended Sept. 30. That compares with a net loss of \$114.7 million, or \$2.01 per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$547 million, down from \$587.3 million in the prior-year period.

Vista Outdoor designs, manufactures and markets consumer products in the outdoor sports and recreation markets. The company operates in two segments, outdoor products and shooting sports. It has manufacturing operations and facilities in 13 U.S. states, Canada, Mexico and Puerto Rico, along with international sales and sourcing operations in Asia, Australia, Canada and Europe.

"Vista Outdoor delivered a solid quarter, exceeding our expectations for sales and EPS, despite market challenges," Chris Metz, CEO, said in announcing the results. "Our ongoing efficiency and cost-reduction initiatives are beginning to bear fruit. We also completed the sale of our eyewear brands in the quarter, which allowed us to pay down \$143 million in debt. The eyewear sale was an important step in our transformation plan, and I'm proud of our team for delivering on both our short-term financial and long-term strategy goals. We've also taken considerable steps in our process to divest the Savage Arms brands."

"The company exceeded expectations within challenging markets," said Mick Lopez, chief financial officer. "Our shooting sports segment generated sequential sales growth, while our outdoor products segment sales remained flat, adjusted for eyewear. Overall, we are pleased with these results and our continued efforts to drive profitability."

Control4

Control4 Corp., based in Salt Lake City, reported net income of \$5.7 million, or 21 cents per share, for the third quarter ended Sept. 30. That compares with \$5 million, or 19 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$71.6 million, up from \$64.6 million in the year-earlier quarter.

Control4 provides automation and networking systems for homes and businesses.

"We are pleased with our performance in the past quarters and

see **EARNINGS** page 17



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German sports car giant Porsche has been making its iconic 911 model since 1963. When the first Porsche 911 showed up at Porsche Salt Lake City, Larry Moulton had already been working in the dealership's service department for a year. And he's still there 56 years later. Moulton was recently recognized as the longest-tenured Porsche dealership technician in the nation by Klaus Zellmer, president and CEO of Porsche Cars North America at a ceremony at the dealership. Moulton, 74, is a Gold Level Porsche Certified Master Technician who has spent 53 of his 56 years working on Porsche sports cars with Strong Automotive. The award itself weighs in at 18 pounds. Its backdrop represents the roofline and signage of the original Porsche factory in Stuttgart, Germany. The curved front of each award represents the updated design of current Porsche dealerships. Each award also features a cut section of a Porsche ceramic composite brake rotor as a symbol of the work technicians do and a model car to represent the decade the technician joined Porsche — a 1963 Porsche 911 in Moulton's case.

Titus named MarketStar CEO, president and board member

MarketStar, an Ogden-based sales and marketing outsourcing company, has announced that current president and chief operating officer Keith Titus will become president and CEO on Dec. 31. He will also become a member of the company's board of directors.

Titus replaces Dave Treadway, who is retiring after 15 years as CEO.

MarketStar was founded in Ogden in 1988 and employs about 1,250.

"Since being named COO in 2015, Titus has brought operational excellence that has increased the company's overall capacity, client preservation and employee retention. His strategic vision has given MarketStar continued viability and a long-term path to success, further cementing the company as a preferred destination for new professionals for many years to come," the company said in a statement announcing his appointment.

"Keith Titus has the talent, skill, background and experience to lead MarketStar into the future," said Treadway. "Keith has made incredible contributions during his tenure with MarketStar, and I'm confident he will lead the company to even greater heights."

Titus rejoined MarketStar in 2011 after 11 years in a number of senior positions in operations, sales and marketing with Motorola Solutions, including head of strategy for global sales and field operations. Prior to Motorola, he worked at MarketStar, leading several retail accounts. He holds a B.S. degree from Weber State University and an MBA from the University of Utah.

"This is an exciting time to be with MarketStar, and it's thrilling to be able to apply all my experience as an employee, client and senior leader in my new role as CEO," said Titus. "Over the next 120 days, we will evaluate the needs and opportunities for our company. I'm looking forward to determining how we can better engage and deliver for our employees, clients and the community, and work to transform our company for the future."

"I'm extremely proud of the growth, success and great experiences we've had over the past 15 years at MarketStar," said Treadway about his retirement. "I'm especially grateful to our employees, clients, partners and the community for their support of the MarketStar family and of me personally."



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Industry Briefs

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

BANKING

• **People's Intermountain Bank**, an American Fork-based corporate entity for Bank of American Fork, has promoted **Judd Kirkham**, **Jason Price** and **Clair Sorensen** and hired **Adelaide Maudsley**. Kirkham will become senior vice presi-



Judd Kirkham



Jason Price



Clair Sorensen



Addie Maudsley

dent and chief credit officer when **David Anderson** retires at year-end. Kirkham has been with the bank for five years. His education includes graduating from Utah Valley University. Price will become Northern Region manager. He joined the bank in October 2015 as president of the Growth

Funding Leasing Division. He has 25 years of experience in consumer and commercial credit banking. Prior to joining People's Intermountain Bank, he was the president and CEO of Prime Alliance Bank. His education includes a degree in finance from Brigham Young University and an MBA from the University of Phoenix. Sorensen has been promoted to commercial banking center manager at the bank's South Jordan location. He has been in the banking industry for 40 years. He started with Bank of American Fork in March 2017. Maudsley will become general counsel, replacing **Randy Benson** as he retires at year-end. She has 18 years of professional legal experience specializing in business, collections and commercial litigation. She will join the bank from the law firm Kirton McConkie, where she is currently a shareholder and has represented the bank on many occasions over the past several years. Her education includes a law degree from the University of Utah.

CONSTRUCTION

• **Method Studio**, a Salt Lake City-based design firm, has promoted two architectural staff members. **Todd Kelsey** was promoted to principal. He manages some of the firm's most complex projects, including the Mid Valley Performing Arts Complex, currently under construction, and Utah Valley University's Woodbury



Todd Kelsey



David Hulsberg

School of Business, which is in the initial phase of design. He holds a Master of Architecture degree from the University of Utah and has practiced architecture for 14 years. **David Hulsberg** was promoted to senior associate and BIM (building information modeling) director. He has 11 years of experience and is currently serving as project architect for the Davis Technical College Allied Health Sciences Building. Hulsberg also earned a Master of Architecture degree from the University of Utah.

CORPORATE

• **Profire Energy Inc.**, a Lindon-based technology company that creates, installs and services burner and chemical management solutions in the oil and gas industry, has announced the authorization to repurchase up to \$2 million worth of the company's common stock during the upcoming 12-month period. The repurchase program may be suspended, terminated or modified at any time. It does not obligate the company to purchase any particu-

lar number of shares.

• **Spirits Time International Inc.**, Ogden, has completed a corporation name change from **Sears Oil and Gas Corp.** The change does not affect stockholder rights and the stock trading symbol remains SRSB. The company has developed a business plan to obtain rights to develop a portfolio of alcohol product brands and to distribute and market alcoholic products nationally and internationally. The first is the Tequila Alebrijes brand of tequila.

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country by the end of the year. The company has 12 other retail stores.

NONPROFITS

• Registration has opened for **Utah Food Bank's** 13th annual **Utah Human Race**, set for Thanksgiving morning, Nov. 22, in Draper. Participants in the 5K/10K fun run have a direct impact on the 392,000 Utahns facing hunger because every registration fee and sponsorship dollar benefits Utah Food Bank's mission of "Fighting Hunger Statewide." The race route is certified by USA Track & Field and begins and ends at the Draper Spectrum at 12101 S. State St. The 10K race begins at 7:30 a.m., while the 5K race begins at 8 a.m. Registration fees are \$20 for the 5K race and \$25 for the 10K race. Online registration closes on Nov. 19 at noon. Details are at www.utahhumanrace.org.

REAL ESTATE

• **CBRE**, a commercial real estate firm, has hired **Melina Miramontes** for its Salt Lake City office as an associate specializing in the office market. She will focus on advisory and transaction services. She has nearly 10 years of management experience,



Melina Miramontes

including project management. Most recently, she was working as a residential agent for Red Rock Real Estate in its St. George office. She has a major in business communications from Jordan Applied Technology Center.

RECOGNITIONS

• The **Utah Manufacturers Association** recently recognized 10 Utah companies for their efforts in improving manufacturing processes, contributing to their communities, driving the business economy and providing a safe working environment for their employees. The **2018 Manufacturers of the Year** are **Capstone Nutrition**, Ogden; **Cleashy Manufacturing**, Clearfield; **Five Star Airport Alliance**, Salt Lake City; **Futura Industries**, Clearfield; **Inovar**, Logan; **Ophir Spiricon**, Logan; **Purple Innovations**, Alpine; **SnugZ USA**, West Jordan; **Varex Imaging**, Salt Lake City; and **West Liberty Foods**, Tremonton.

• **First National Bank of**

ENERGY/NATURAL RESOURCES

• **Profire Energy Inc.**, a Lindon-based technology company that creates, installs and services burner and chemical management solutions in the oil and gas industry, has named **Ryan Oviatt** to its board of directors.



Ryan Oviatt

Oviatt is the company's chief financial officer, a position he has held since September 2015. He previously was in senior management positions at Rio Tinto. Oviatt received a bachelor's degree in accounting from Westminster College and a master's degree in accountancy from Brigham Young University.

EXPANSIONS

• **Sundance**, a Salt Lake City-based retailer of apparel, footwear, jewelry, accessories, art and home décor, has opened a store in Fairfax, Virginia. Located in the Mosaic District, it is one of four stores to open across the

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see BRIEFS next page

Industry Briefs

from previous page

Layton has been named a top bank in the U.S. by the **Institute for Extraordinary Banking** for the second consecutive year. The bank received the institute's **Above-and-Beyond Customer Service Bank Award** for consistently creating "wow" experiences for its clients as a result of its exemplary focus on customers and amazing results.

- **Western Governors University**, Salt Lake City, recently received the **Academia Partner of the Year** award from the **International Council of E-Commerce Consultants (EC-Council)** for the second consecutive year. The EC-Council is the world's largest cybersecurity technical certification body and recognized WGU for its commitment to educating and making a difference in the cybersecurity workforce, successful evaluation reports post-class, and student engagement and interaction. In addition, EC-Council cited the university's successful ratio of students that moved on to successfully pass EC-Council certifications and continuous program development. Award recipients are first selected based on a specific award qualification category and criteria. EC-Council's Executive Committee reviews each nominee's impact, assessing their faculty, student experiences, industry exposure and more, prior to voting on an award recipient.

- **Impartner**, a Salt Lake City-based partner relationship management (PRM) company, has been named a winner of the **2018 Red Herring Top 100 Global** award, which recognizes private companies from North America, Europe and Asia for their innovations and technologies across their respective industries. *Red Herring's* editorial staff evaluated the companies on both quantitative and qualitative criteria, such as financial per-

formance, technology innovation, management quality, strategy and market penetration.

- **Health Catalyst Inc.**, a Salt Lake City-based data, analytics and decision support company, and **Allina Health**, a 13-hospital, 90-clinic network based in Minnesota, recently received the **College of Healthcare Information Management Executives (CHIME) Collaboration Award** at the organization's CHIME18 Fall CIO Forum. The award recognizes the long-term collaboration between CHIME Foundation firm Health Catalyst and CHIME member Allina Health, with special recognition for Allina CIO Jonathan Shoemaker. In 2015, the two organizations signed a \$100 million agreement under which Allina Health outsourced its data warehousing, analytics and performance improvement technology, content and personnel to Health Catalyst to accelerate the health system's transformation. The 60 Allina employees working in these areas became Health Catalyst team members working onsite at Allina. Allina Health also gained access to Health Catalyst's full technology, content and deployment expertise to help the health system achieve faster improvements in outcomes at lower cost.

- Three Utah companies are on the list of **2018 Best Workplaces for Women**, compiled by **Great Place to Work** and **Fortune**. Among large companies is No. 46 **CHG Healthcare Services**, Midvale. Among small and medium companies are No. 10 **BambooHR**, Lindon; and No. 18 **Pluralsight**, Farmington. Great Place to Work based its rankings on a data-driven methodology applied to anonymous Trust Index survey responses from more than 540,000 employees at Great Place to Work-certified organizations.

- **BFGoodrich Tires** has announced the winners of the **2017 Outstanding Trails** program. One of the four winners is **North Fork Trail** in American Fork Canyon. The winners were announced by BFGoodrich Tires in collaboration with **4 Wheel Parts, United Four Wheel Drive Associations, Jeep Jamboree USA, BlueRibbon Coalition** and **Off Road Business Association**. Each year, off-roading clubs from across North America nominate trails to receive grants for education and preservation. The four winners were chosen by a panel of off-road journalists, enthusiasts and technical experts for their uniqueness, terrain type and enthusiast following. Each winning organization will be awarded a \$5,000 grant that can be used for maintenance, repair, preserva-

tion efforts, signage and education. The North Fork Trail was nominated by the **Backcountry Offroad Adventure Rally** club. The grant will be used to purchase maintenance equipment and supplies to help keep the area pristine. The club will also improve signage and fencing.

- A team of **Weber State University** supply chain management students recently finished second among 24 teams competing in the eighth annual **Wayne State Supply Chain Case Competition**, undertaken by **General Motors** and the **Wayne State University Mike Ilitch School of Business**. The competition introduced students to the issues and challenges involved in producing leading technology vehicles through a case study, this year featuring the Chevrolet Silverado and GMC Sierra. Each school had a four-person undergraduate supply chain team. Students received the case a month ahead of time and then presented during the two-day competition. WSU's student team included **Joseph VanWagoner, Chandell Noorlander, Griffin Dobbles, Christian Farr** and alternate teammate **Russell Bingham**.

- **Impartner**, a Salt Lake City-based partner relationship management (PRM) company, has been named a PRM leader by **Forrester Research**, based on

results in all three evaluation categories: current offering, strategy and market presence.

RETAIL

- **Sportsman's Warehouse Holdings Inc.**, a Midvale-based sporting goods retailer, has announced that **Richard D. McBee** has been appointed to the company's board of directors. McBee has more than 25 years of leadership experience. He serves as president and CEO of Mitel Networks Corp., a position he has held since January



Richard McBee

2011. From 2007-2011, he was president of the Communications and Enterprise Group of Danaher Corp. He joined Danaher in 2007 as president of Tektronix Communications, following the acquisition by Danaher of Tektronix. Prior to the acquisition, he spent 15 years with Tektronix and held a variety of positions of increasing responsibility.

TECHNOLOGY/LIFE SCIENCES

- **Central Logic**, a Sandy-based medical patient transfer

software company, has hired **Jim Hughes** as chief marketing officer. Since 1994, Hughes has served in a variety of healthcare industry leadership positions, including



Jim Hughes

chief marketing officer at Upsher-Smith Laboratories Inc.; business development manager at Medtronic Neurological; and chief executive officer/chief operating officer at JG Viventem, a pharmaceutical startup company that he co-founded.

TRANSPORTATION

- **Cavalry Logistics LLC**, a Tennessee-based freight brokerage, is opening a new branch in Layton. Founded in 2005 with three employees, Cavalry has expanded to a team of 250. The company is looking to hire 50-100 employees for the Layton office by the end of 2019 and more than 150 by the end of 2021. A Nov. 15 job fair takes place 10 a.m.-3 p.m. at 523 W. Heritage Park Blvd. A 4 p.m. ribbon-cutting follows to celebrate the opening of its new branch.

Why the Enterprise?



-Amy Spencer, Communication Manager, UACPA

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NOV. 8
MAINE

NOV. 15
MISSISSIPPI VALLEY STATE

DEC. 1
TULSA

DEC. 17
FLORIDA A&M

DEC. 21
NORTHERN ARIZONA

DEC. 29 RED OUT
NEVADA

JAN. 10
WASHINGTON

JAN. 12 E-SPORTS NIGHT
WASHINGTON STATE

JAN. 20
COLORADO

JAN. 31 THROWBACK NIGHT
OREGON

PAC-12 CONFERENCE PLAY

FEB. 2 HUNTSMAN STRONG
OREGON STATE

FEB. 14 RED OUT
ARIZONA

FEB. 16 BLACK OUT
ARIZONA STATE

MAR. 7
USC

MAR. 9 SENIOR DAY
UCLA

MAR. 13-16
PAC-12 TOURNAMENT

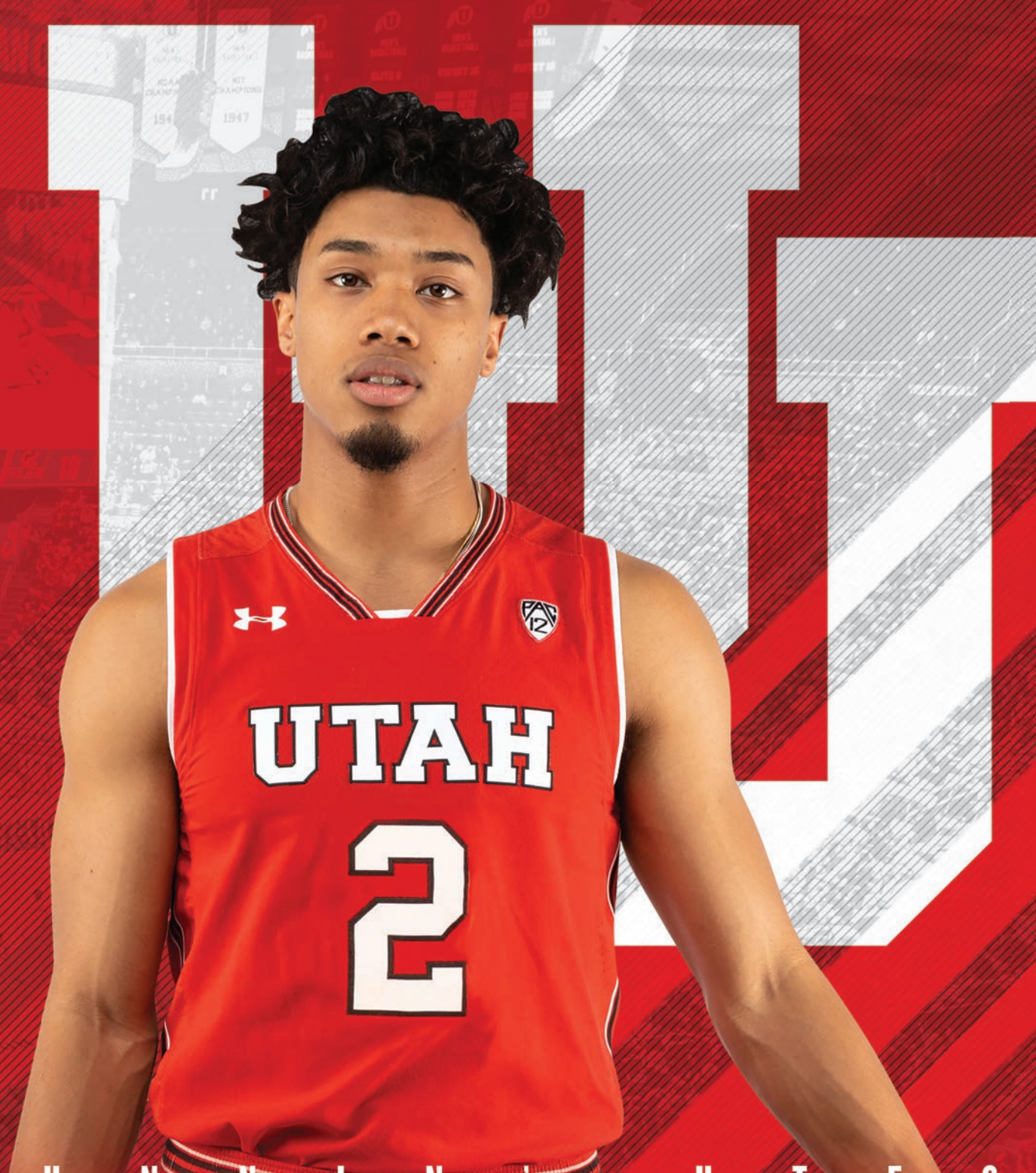
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Calendar

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

Nov. 13, 7:15-9 a.m.

Breakfast Meeting, an ACG (Association for Corporate Growth) Utah event. Speaker is Felix Morgan, chief financial officer at Cotiviti Inc. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at www.acg.org/utah.

Nov. 13, 10-11:30 a.m.

"How to Become a Leader that People Will Follow," a West Jordan Chamber of Commerce event. Location is West Jordan Chamber Office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

Nov. 13, 11:30 a.m.

"The Changing Payments Landscape & Managing Liquidity," a Utah Technology Council event. Speaker Robert Garrett, executive director for treasury services at J.P. Morgan, will discuss how emerging technologies are driving faster payment systems for businesses. Location is Thanksgiving Point, 3003 N. Thanksgiving Way, Rose Room, Lehi. Free. Registration can be completed at Eventbrite.com.

Nov. 13, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Rachel Nilsson, founder of Rags to Raches, will discuss "You Don't Need Millions to Make Millions." Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Nov. 14-16

Utah Farm Bureau Convention featuring workshops, policy discussions and celebrations of accomplishments of leaders in agriculture. Featured speakers are Chad Hymas, life coach and trainer; and Zippy Duvall, president of the American Farm Bureau Federation. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at www.utahfarmbureau.org.

Nov. 14, 8-9:30 a.m.

"State Resources for

Business: Your Partner in Recruiting, Training and Building Your Workforce," a Utah Department of Workforce Services "Better Your Business" breakfast seminar. Presenter is Nycole Tylka, employment center manager for the Department of Workforce Services. Location is South County Employment Center, 5735 S. Redwood Road, Room 114, Taylorsville. Free. RSPVs can be completed by emailing Jenny Jones at jenjones@utah.gov.

Nov. 14, 8-9:30 a.m.

"Legal Breakfast Briefing Series: Social Media@Work," an Employers Council event focusing on the power of social media while minimizing the accompanying legal risk. Location is the Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

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

LinkedIn Luncheon, a Utah Valley Chamber event featuring networking and a presentation by Kate Bowcut, the chamber's business development executive, on how to improve a LinkedIn profile. Location to be announced. Details are at thechamber.org.

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

"Let's Do Lunch," a Sandy Area Chamber of Commerce event. Location is Garage Grill, 1122 E. Draper Parkway, Draper. Details are at sandychamber.com.

Nov. 14, noon-1 p.m.

"Basic Strategies in Raising Equity," a Silicon Slopes event. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Free. Details are at siliconslopes.com.

Nov. 14, 1-2:15 p.m.

"Finding the Right Funding," a Silicon Slopes event featuring a panel of investors discussing when it makes sense to seek investment, what type of funding makes the most sense, the value of a mentor, and the do's and don'ts of business plans and pitches. Panelists are Clark Cahoon, grant manager, Governor's Office of Economic Development; Jeremy White, partner, JNIVIN and founder of JJ Cole; and Scott Lund, partner, Campus Founders Fund. Location is Vivint Smart Home, 1400 N. 635 E., Logan. Details are at siliconslopes.com.

Nov. 14, 3-5 p.m.

"Starting Your Business 101," a Salt Lake Small Business Development Center (SBDC) event. Location is Corporate

Partnership Center, MCPC 110, 9690 S. 300 W., Sandy. Details are at <https://utahsbdc.org/trainings>.

Nov. 14, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Barker Family Health Technology Building, Ogden-Weber Technical College, 200 N. Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Nov. 14, 5-7:30 p.m.

"Performance and Art of the Possible," a Silicon Slopes event. Speaker is Lonnie Mayne, founder of Red Shoes Living. Location is Rockwell Room, 268 Main St., Park City. Free. Details are at siliconslopes.com.

Nov. 14, 5:30 p.m.

Utah Clean Energy Annual Gala titled "Party for Clean Power," co-hosted by Ormat Technologies Inc. and Sustainable Power Group. Keynote speaker is rock climber Alex Honnold. Location is the Cleone Peterson Eccles Alumni House, University of Utah, 155 Central Campus Drive, Salt Lake City. Cost is \$100. Details are at utahcleanenergy.org/component/k2/item/520-party-for-clean-power.

Nov. 14, 6-9 p.m.

"Game-Changing Content & LinkedIn Video Strategy," a Utah Digital Marketing Collective event. Speakers are Paxton Gray, vice president of operations at 97th Floor, and Anthony Ambriz, YouTube-certified coach and consultant. Location is Adobe, 3900 Adobe Way, Lehi. Free for members, \$20 for nonmembers. Registration can be completed at Eventbrite.com.

Nov. 14, 6:30 p.m.

Boards and Commissions Bootcamp, presented by Emerging Leaders Initiative of Utah, Young Professionals Salt Lake City and Salt Lake County. Event will feature guest speakers and a panel discussion to teach participants how to get involved with local government and nonprofit boards and commissions. Keynote speaker is Linda Dunn, an adjunct professor at Brigham Young University, a member of the Utah Citizen Summit Advisory Board, and former executive director of the Lowell Bennion Community Service Center. Panelists are Mary Draper, Lindsey Kneuen and Mario R. Organista. Blake Thomas and Stuart Clason will moderate the panel and emcee

the event. Location is Marmalade Branch Library, 280 W. 500 N., Salt Lake City. Free. Registration can be completed at <https://boardbootcamp2018.eventbrite.com>.

Nov. 15, 8 a.m.-5 p.m.

"Trends 2019," a ULI Utah (Urban Land Institute) event. Theme is "Get Your Smart On: Smart Cities, Smart Growth, Smart Buildings, Smart Density." Speakers include Steven Pedigo, director of the New York University Schack Institute of Real Estate Urban Lab and a clinical assistant professor of economic development at NYU; Joseph Minicozzi, principal at Urban3 LLC; and Kenneth Perlman, principal at John Burns Real Estate Consulting. Location is Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$195 for ULI members; \$260 for nonmembers; \$150 for member public agency, under 35 and students; \$200 for nonmember public agency, under 35 and students. Details are at <https://utah.uli.org/event/uli-utah-2019-trends-conference/>.

Nov. 15, 8-9:30 a.m.

"Technology & Product Series: Scaling Engineering Teams, Session 2: Metric and Standards Deep Dive," a Utah Technology Council CTO series for CTO/CIOs and product executives of UTC-member companies. Speakers Ashley Dreier of Health Equity, David Burggraaf of Instructure and Jesse Dowdle of Rizepoint will dive deeper into the subject of scaling engineering teams. Location to be determined. Free. Registration can be completed at Eventbrite.com.

Nov. 15, 11:30 a.m.-1 p.m.

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

Nov. 15, 11:30 a.m.-1 p.m.

Multi-Chamber Lunch Series. Speaker Steve Down, CEO of Even Stevens and Financially Fit, will discuss "Cause Capitalism." Location is the Jordan Valley Conservation Garden, 8275 S. 1300 W., West Jordan. Cost is \$20 prepaid by Nov. 12, \$30 after Nov. 13 and at the door. Registration can be completed at Eventbrite.com.

Nov. 15, 7-8 p.m.

Contactos, a Utah Hispanic

Chamber of Commerce networking event. Location is Utah Symphony/Utah Opera Production Studios, 336 N. 400 W., Salt Lake City. Free. Details are at utahhcc.com.

Nov. 15, 7-8:30 p.m.

Third Annual Female Founded Product Hunt Meetup, presented by Big Door Video and Braid Workshop. Event will feature interactive, hands-on demos in a casual trade show setting for attendees to learn about manufacturing, branding and building business skills. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Registration can be completed at Eventbrite.com.

Nov. 16, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Murray Councilman Jim Brass will provide an update on Murray City happenings and take questions. Speaker from the Utah Humane Society will discuss "Pet Knowledge During the Holidays." Location is Anna's Restaurant, 4770 S. 900 E., Salt Lake City. Free (pay if ordering from the menu). Open to everyone. Details are at murraychamber.org.

Nov. 16, 7:30 a.m.-3 p.m.

42nd Annual Women & Business Conference and Athena Awards Luncheon, a Salt Lake Chamber Women's Business Center event. Theme is "Brave & Bold." In addition to the Athena Award, five other women will receive the Pathfinder Award. Keynote speaker is Courtney Brown, founder and CEO of Cents of Style. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$85 for members, \$100 for nonmembers. Sponsorships are available. Details are at slchamber.com.

Nov. 16, 8-10 a.m.

Utah County SpeedNet, a speed networking event sponsored by the Utah Valley Chamber, SCERA, Ishii Design and Black Canyon Signs. Location is SCERA Center for the Arts, 745 S. State St., Orem. Free. Details are at thechamber.org.

Nov. 16, 8:30-10 a.m.

Bagels & Business, a Salt Lake Community College Business Incubator event. Speaker Annette Barney, founder and head concierge at Pin Concierge, will discuss "How Pinterest Can Help Your Small Business." Location is

CALENDAR

from page 11

Salt Lake Community College's Miller Campus, Corporate Partnership Center, Building 5, 9690 S. 300 W., Sandy. Details are available by contacting Jackie Jolly at jackie.jolly@slcc.edu or (801) 957-5284.

Nov. 16, 11 a.m.-8 p.m.

Holiday Gift Market, presented by the Business Incubator at Salt Lake Community College Miller Campus. Location is Salt Lake Community College Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Free. Details are at utahholidaygiftmarket.com/.

Nov. 16, 11:30 a.m.-1:30 p.m.

Innovation Series, a Utah Technology Council and Salt Mine Productive Workspace event with the theme "IoT: Everything is Connected." Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

Nov. 16, noon-1 p.m.

Silicon Slopes Live, a lunch and live recording of a Silicon Slopes podcast featuring an interview with Jeremy Cowdrey and Bryan Sparks, co-presidents of Imagine Learning. Location is Silicon Slopes, 2600

W. Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

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

"Hours with the Expert," a West Jordan Chamber of Commerce event. Location is the chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

Nov. 20

2018 Women's Conference with the theme "Embracing Your Passion For Business," presented by Wells Fargo and the Utah Hispanic Chamber of Commerce (UHCC). Event is a half-day educational and networking event for future or current women business owners. Keynote speaker is Gabrielle McAfee, owner and founder of Café Madrid. Roundtable discussions will focus on business resources, funding, branding and sales. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at <http://www.utahhcc.com/>.

Nov. 20, 10-11:30 a.m.

"End Your Digital Marketing Overwhelm," a West Jordan Chamber of Commerce event. Location is the chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

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

Business Alliance Net-

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

Nov. 21, 8:30-11:30 a.m.

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

Nov. 22, 10 a.m.-noon

"Government Contracting," a U.S. Small Business Administration event. Location is the Wallace Bennett Federal Building, 125 S. State St., Room 2222, Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

Nov. 26, 11:45 a.m.-1:15 p.m.

Luncheon with Congressman John Curtis, hosted by the U.S. Mexico Chamber of Commerce, World Trade Center Utah and Zions Bank. Curtis will discuss new relations and opportunities with Mexico, immigration, DACA and other important issues. Location is Zions Bank, Founders Room, 1 Main St., Salt Lake City. Cost is \$20. Registration deadline is Nov. 23 at noon. Details are at wtcutah.com.

Nov. 27, 10-11 a.m.

"The Art of Negotiation," a West Jordan Chamber of Commerce event. Presenter is

Marty Gale. Location is West Jordan Chamber Office, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordanchamber.com.

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

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

Nov. 27, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Sid Krommenhoek, managing partner of Peak Ventures, will discuss "From Startups to VC: Some Things Never Scale." Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Nov. 27, 5-7 p.m.

Holiday Open House 2018, hosted by the Salt Lake Chamber, Downtown Alliance, Women's Business Center of Utah and Women's Leadership Institute. Location is Salt Lake Chamber, 175 E. University Blvd. (400 S.),

Suite 600, Salt Lake City. Free (registration is appreciated). Details are at slchamber.com.

Nov. 28, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is Hampton Inn by Hilton, 3210 E. Millrock Drive, Holladay. Free, and open to everyone. Details are at murraychamber.org.

Nov. 29, 8-11:30 a.m.

"Performance Documentation Skills," an Employers Council event teaching a simple performance documentation process and its importance in preventing legal claims. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at employerscouncil.org.

Nov. 29, 9:30 a.m.-2:30 p.m.

2018 WIB Summit, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details to be announced.

Nov. 29, 10 a.m.-noon

"Government Contracting," a U.S. Small Business Administration event. Location is the Wallace Bennett Federal Building, 125 S. State St., Room 2222, Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

see CALENDAR page 16



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Opinion

Free-market principles missing in ethanol rule change nod to farmers

The list of losers from President Donald Trump's trade war is long and likely only to grow. Consumers of washers and dryers, metal-consuming industries and their customers, and American industries caught in the crossfire from retaliatory tariffs have all been hit hard. These losses have been compounded by subsequent moves to compensate the most politically powerful of those — farmers — harmed by Trump's protectionism.

In July, the Trump administration announced plans to provide farmers with \$12 billion in taxpayer subsidies to quell the uproar over costly retaliatory tariffs on American goods such as pork, beef and soybeans. That apparently wasn't enough, so now the administration is selectively easing regulations on ethanol at the expense of across-the-board energy policy reforms that could prioritize fiscal responsibility and market neutrality.

A few weeks ago, the White House asked the Environmental Protection Agency to end its prohibition on the sale of E15 — fuel that is 85 percent gasoline

and 15 percent ethanol — during summer months, when the pollution from evaporative emissions is highest. The limitation was imposed to meet requirements under the Clean Air Act, though it allows for standards to be waived under certain circumstances, which the White House wants to utilize.

Some are even hailing the move as a form of energy deregulation. Accepting this view, however, ignores why ethanol is blended with gasoline in the first place. Namely, the government demands it. Yet that isn't stopping the administration from touting the new rule as "providing consumer choice" and "propping up the free market." Something is being propped up, all right, but it's not a free market.

Starting in 2005, the Renewable Fuel Standard compelled refineries to blend billions of gallons of ethanol into gasoline each year. To help with the higher cost of production, Uncle Sam provides a quota trading system to alleviate some of the pain, but that hasn't stopped a number of

independent refineries from going under thanks to soaring costs.

The RFS also created an artificial demand for corn and soybeans, causing temporary increases in prices. Those hikes doubled because of what was effectively a mandate to farmers to convert some 16 million acres of wheat, sorghum and other crops into land for corn and soybean production, which took time and caused the supply to be less.

The beneficiaries are corn and soybean farmers and the ethanol industry, which now possess a captive market thanks to RFS mandates. The losers are not only the refineries forced to carry out the mandate at their (and their workers') own expense but also livestock farmers, who have to pay higher corn prices for feed, along with the consumers who purchase meat and dairy products. The result has been a depression of farm incomes and higher prices for consumers.

That's not what consumer choice looks like. That's what cronyism looks like.

The year-round sale of E15 has long been a holy grail for the ethanol industry. It's the sort of thing that can provide lever-

age and force negotiation between opposing sides and lead to much-needed reforms of wasteful programs such as the RFS. But unless Trump reverses course and stalls the new regulation, pending an agreement over additional reforms, he's sacrificing that valuable piece and leaving RFS untouched to make up for the damage of his tariffs. His bad trade policy, in other words, is leading to bad politics and thus the perpetuation of other bad policies.

Were it not for the president's need to placate a constituency feeling the pain of his trade war, the administration might have approached energy policy reform in a more comprehensive way, and with a real focus on market-based solutions that avoid picking winners and losers as the RFS mandate does. Instead, we're seeing how his protectionism is not just making the economy worse but also hindering efforts to fulfill his oft-stated goal of draining the swamp.

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

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VERONIQUE de RUGY

Republicans the party of Trump? How about the party of McCarthy?

It is commonplace to hear and read about President Trump's takeover of the Republican Party. And certainly, there is lots of evidence that the GOP is animated these days by an unquestioning devotion to Trump and whatever his ideas may be at any given moment. But the problem is that Republicans are now becoming the party not of Trump but of Joseph McCarthy, the Wisconsin senator who in the 1950s accused the State Department of treason, called George Marshall — head of the army during World War II, later secretary of state and defense — a traitor and implied that the American government was being secretly run by the Kremlin.

The Republican Party today has become a vast repository of conspiracy theories, fake news, false accusations and paranoid fantasies.

Consider the most recent example. Trump has scared much of the country about a small group of Central Americans, fleeing poverty and violence, who are hoping to come to the U.S. border and apply for asylum. It's perfectly reasonable to oppose letting them in, though it is cruel to demonize them constantly. But Republicans have not been content to oppose granting asylum. They have concocted facts out of thin air and invented conspiracies about who is behind this group of impoverished migrants.

Recently, one of the prominent hosts at Fox News, which is now the Pravda of the Republican Party, suggested that more than 100 Islamic State fighters had been caught "trying to use this caravan." Trump, a devoted viewer of Fox, pounced on that claim,

declaring that "unknown Middle Easterners" had joined the caravan. Rep. Matt Gaetz, R-Florida, asked whether Democratic donor George Soros was funding this movement.

None of these claims has an iota of truth to it. But they are repeated and reinforced across the country. The notion that Soros is the dark mastermind behind all kinds of movements is now deeply lodged in the Republican Party — so much so that senior party leaders like California Rep. Kevin McCarthy and Iowa Sen. Charles Grassley repeat it almost reflexively. Rep. Steve King of Iowa has accused Soros of backing a grand scheme

to systematically introduce foreigners in order to replace Americans — in other words, whites — with "somebody else's babies."

The slurs against Soros are revealing. Let's remember, Soros is one of the most successful businessmen in history, who made his money in as pure a form of capitalism as there is, reading and betting on the market. He has become one of the world's leading philanthropists. His foundation has spent over \$14 billion to date, much of it to support anti-communists and human rights groups, first in Eastern Europe and then around the world. He has funded various liberal ideas as well, from prison reform to the legalization of marijuana, many of which are now in the mainstream.

So why the focus on him? He is not the only big funder of liberal causes and candidates. Soros is not a mysterious figure. He's given countless speeches and interviews and written many books and articles. His Open Society Foundation puts all its grants

in plain view, on its website. But Soros is a perfect bogeyman for conspiracy theorists. He is rich, powerful, grew up abroad, has a foreign accent and is Jewish.

Republicans are at pains to deny anti-Semitism as a motivation for demonizing Soros, but the problem is it is not just Soros they target. Many Republicans now speak often and openly of the dangers of "globalists" — but for some reason, these "globalists" tend to be Jewish financiers (Lloyd Blankfein, Gary Cohn, Janet Yellen, George Soros). Given the ugly historical smears in this regard, one can only conclude that elements of the Republican Party

are either clueless about anti-Semitism or actively encouraging it.

It doesn't end there. In his riveting book *Fantasyland: How America Went Haywire*, Kurt Andersen describes the mountain of conspiracy theories spouted by Republicans these days — about the U.N., vaccines, gun control and Shariah law, among other topics. Based on zero evidence, in an age of science and technology, these ideas are now more widespread than ever before.

see ZAKARIA page 18



FAREED ZAKARIA



Opinion

The press has abandoned even the pretence of objectivity

There are two excellent columns in *The Wall Street Journal* that explain just how low the Democrats will go to protect *Roe v. Wade*. The first column is “Destroying Brett Kavanaugh” and the second column is “The Case is Even Weaker Than That.”

I have often written that politicians need a powerful issue to raise money to keep getting re-elected and also to motivate their supporters to get to the polls. The issue that the Democrats are now zeroed in on now is the right for women to choose whether or not to have an abortion.

Democrats are not dumb and have realized that Black Lives Matter is not going to keep them in office. Black unemployment is at an historic low and the Dems need a new issue. They have successfully used “choice” before and are now using it again to raise money and remain in office.

This column’s headline, “The Press Has Abandoned Even The Pretence Of Objectivity,” comes from the *Journal* column “De-

stroying Brett Kavanaugh” written by William McGurn. McGurn explains that the Democrats are scared to death that Judge Kavanaugh will be the fifth vote to overturn *Roe v. Wade*.



ROBERT PEMBROKE

Yes, the press was complicit with the Democrats in trying to destroy Judge Kavanaugh. Newspapers, television stations, magazines and all other for-profit press organizations make money by selling ads. In order to sell ads, you have to have readers and controversial articles have been proven to attract readers.

During the contentious Kavanaugh confirmation debacle, CNN’s Jake Tapper asked Sen. Mazie Hirono, D-Hawaii, if Judge Kavanaugh “deserved the same presumption of innocence as anyone else.” In responding to Tapper, Sen. Hirono said, “I put his denial in the context of everything that I know about him in terms of how he approaches his cases. He is very much against women’s reproductive choice.” Tapper had

just cranked up his viewership a notch.

Sen. Chuck Grassley, R-Iowa, is not only an effective politician — think farm subsidies — he is a crafty politician. He decided that his Republican colleagues on the Senate Judiciary Committee might grandstand a little and give fodder to the Democrats and the press to attack Kavanaugh, so he hired Rachel Mitchell to question the witnesses in the hearing. Mitchell is a professional prosecutor. Smart move Sen. Grassley.

Please read Mitchell’s *Journal* column referenced above, “This Case is Even Weaker Than That.” She goes into great detail explaining the inconsistencies in Christine Blasey Ford’s accusation and, as a novice viewer of the proceedings, I am amazed what a professional can uncover. Mitchell does not make any conclusion as to whether or not Ford was telling the truth. She just presents the facts (the article is six pages long) as she sees them.

In watching the hearings and reading the coverage, I have no idea whether or not Ford was sexually abused. To me, Ford seemed

sincere, but so did Judge Kavanaugh. Sexual harassment and abuse is a huge problem in the world and as a civilized society, we must do everything we can to stop it.

Well, it happened again at breakfast with my left-leaning friends. I was looking forward to chatting about Utah football but all my left-leaning friends wanted to talk about was the Kavanaugh hearings. Try as I may, I could not get them to talk about anything but how bad Kavanaugh was.

Lately, I have written about the partisanship and hatred that has infested our country. What has me worried the most is how it’s affecting our children. Growing up, I don’t remember hearing what the children are hearing now. I believe that old soldiers like me can handle what’s happening, but with the children, I am not sure they can handle the very disturbing verbiage that’s floating around. People, for our children’s sake, let’s stop this insanity.

Robert Pembroke is the former chairman and CEO of Pembroke’s Inc. in Salt Lake City.

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CALENDAR

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Speakers are Deb Ashton, school district prevention specialist with Murray School District, and Darren Dean, director of personnel and student services. Location is Anna's Restaurant, 4770 S. 900 E, Salt Lake City. Free unless ordering from the menu. Open to everyone. Details are at murraychamber.org.

Dec. 4-5

SSTI 2018 Annual Conference, a gathering of policymakers and practitioners from federal, state and local government, nonprofits, investors and higher education in the country. Host partner is the Utah Science Technology and Research Initiative (USTAR). Theme is "Navigating the New Innovation Landscape." Location is Salt Lake Marriott Downtown

at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$575 for members, \$725 for nonmembers. Details are at <https://2018.ssticonference.org/>.

Dec. 4, 8-9 a.m.

"The Foreign Corrupt Practices Act: FCPA Basics, Enforcement Trends and How to Stay Out of Trouble," presented by Parsons Behle & Latimer. Discussion topics include FCPA liability framework, including business activities that may incur multi-million-dollar penalties; how reliance on foreign contractors, agents and other third-parties can create FCPA liability; compliance best practices to minimize FCPA-related risks for overseas operations; and recent FCPA enforcement trends. Location is Parsons Behle & Latimer's Lehi Office, 2901 Ashton Blvd., Suite 210, Lehi. Free. Registration can be completed at Eventbrite.com.

Dec. 4, 11 a.m.-1 p.m.

"Holiday Jingle & Mingle," a ChamberWest event. Location is

Western Gardens, 4050 W. 4100 S., West Valley City. Cost is \$20 for chamber members by Nov. 30, \$20 for nonmembers or at the door. Details are at www.chamberwest.com or by calling (801) 977-8755.

Dec. 4, 11:30 a.m.-1 p.m.

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

Dec. 4, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Eric Rae, founder, CEO and president of Podium, will discuss a topic to be determined. Location is UVU, 800 W. University Parkway, Science Building, Room 134,

Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Dec. 5, 3:30-5:30 p.m.

Business Connections, a ChamberWest event focusing on relationship-building and business connections, featuring opportunities to present your business and two 10-minute presentations. Free for ChamberWest members, \$50 for nonmembers. More information and location details are available at (801) 977-8755 or chamber@chamberwest.com.

Dec. 5, 7:30-9 a.m.

Early B.I.R.D. Business Primer, an Ogden-Weber Chamber of Commerce event. Speaker Jodi Brown, owner of Amplio Development, will discuss "Strategies to Make the Most of Every Day." Location is the Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

Dec. 5, 8-9:30 a.m.

CFO Alliance, a Utah Technology Council event for UTC-member financial executives only. Discussion topic is "Top 10 Issues for Year-End Focus," including insights into corporate/pass-through/individual tax planning opportunities, ASC 606 (revenue recognition) pitfalls, international implications of the new tax law, and IT security threats. Location is Tanner LLC, 36 S. State St., fifth floor, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Dec. 5, 9-11 a.m.

"Starting Your Business 101," a Salt Lake Small Business Development Center (SBDC) event. Location is Corporate Partnership Center, MCPC 110, 9690 S. 300 W., Sandy. Details are at <https://utahsbdc.org/trainings>.

Dec. 5, 3-4:30 p.m.

"Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber seminar. 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.

Dec. 6, 8 a.m.-2:30 p.m.

"Managing the Ill or Injured Worker Under the ADA, FMLA and Workers' Compensation," an Employers Council event designed to guide employers through compliance issues involved in managing an employee with a medical

condition. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at employerscouncil.org.

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

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

Dec. 6, 6-7:30 p.m.

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

Dec. 7, 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 <http://firstfridaysnetworking.com/>.

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

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

Dec. 7, 11:30 a.m.-1 p.m.

Holiday Open House, a Sandy Area Chamber of Commerce event. Location is River Oaks Golf Course Clubhouse, 9300 Riverside Drive, Sandy. Free. Details are at sandydchamber.com.

Dec. 7, 11:30 a.m.-1 p.m.

WBN Christmas Luncheon, a Utah Valley Chamber event featuring a silent auction, with proceeds going to the WBN scholarship program. Location is Thanksgiving Point, Garden Room, 3003 Thanksgiving Way, Lehi. Cost is \$30 for members, \$35 for nonmembers. Details are at thechamber.org.

Dec. 10-12

"Discover Global Markets: Indo-Pacific," a U.S. Department of Commerce event bringing together global leaders across the aerospace, defense and security sectors. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. Cost is \$395. Details are at <https://wtcutah.com/event/18211/>.

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

Holiday Soiree, a Sandy Area Chamber of Commerce Women in Business (WIB) event. Location

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see CALENDAR next page

CALENDAR

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is La Caille, 9565 Wasatch Blvd., Sandy. Cost is \$50. Details are at sandychamber.com.

Dec. 12, 8:30 a.m.-4:30 p.m.

Utah Health Policy Project (UHPP) 2018 Annual Conference, with the theme "Health Care Solutions for Utahns." Event will include an update on the healthcare landscape in Utah; remarks from local leaders; and panels on topics including Medicaid expansion, social determinants of health, and the future of healthcare and health policy in Utah. Location is the Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$30. Details are available by contacting Matthew Slonaker at (801) 433-2299 or matt@healthpolicyproject.org.

Dec. 12, 9:30-11 a.m.

"Elevate Your Elevator Pitch," a Women's Business Center of Utah (WBCUtah) event. Speaker Clancy Stone, business advisor with the WBCUtah, will discuss the process of designing a successful pitch deck and examining the value of delivering an impactful elevator pitch. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite

600, Salt Lake City. Cost is \$15. Details are at slchamber.com.

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

LinkedIn Luncheon, a Utah Valley Chamber event featuring networking and a presentation by Kate Bowcut, the chamber's business development executive, on how to improve a LinkedIn profile. Location to be announced. Details are at thechamber.org.

Dec. 12, 3-5 p.m.

"Weed At Work," a Utah Technology Council event featuring UTC members, HR professionals and the Utah Employers Council discussing the legality and difficulties recognizing medical marijuana in the workplace. Location to be determined. Free. Registration can be completed at Eventbrite.com.

Dec. 13, 8 a.m.-noon

"Advanced I-9 Practice," an Employers Council event. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at employerscouncil.org.

Dec. 13, 6-8 p.m.

"Business Essentials," 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>.

Dec. 13, 6:30-8 p.m.

Small Business Evening Roundtable, a SCORE event. Location is Sandy Library, 10100 S. Petunia Way, Sandy. Free. Details are at <https://www.sba.gov/tools/events>.

Dec. 14, 7:45-9 a.m.

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

Dec. 14, 8:30-11:30 a.m.

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

Dec. 14, 9-11 a.m.

Industry Breakfast, a Utah Technology Council event. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Attendees are asked to bring three books to donate for Startup Santa. Registration can be completed at Eventbrite.com.

EARNINGS

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are continuing our focus to drive growth and execute on our strategies to be the preferred choice for home automation," Martin Plaehn, chairman and CEO, said in announcing the results. "Our recently introduced Certified Showroom Program, our #C4YourselfDay events, and our Production Builder Program are all gaining visibility and momentum, and our new products introduced at the CEDIA industry trade show in September are well-received and expected to contribute to year-end business and to the first-half of 2019."

"Year-over-year," said Mark Novakovich, chief financial officer, "we delivered another quarter of double-digit revenue growth. Our expanding net income margin and positive cash flow generation put us in a good position to continue to maintain our leadership in the professionally installed whole-home automation market."

LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$900,000, or 6 cents per share, for the fiscal first quarter ended Sept. 30. That compares with \$800,000, or 6 cents per

share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$55.6 million, up from \$49.1 million in the year-earlier quarter.

LifeVantage is engaged in the identification, research, development and distribution of advanced nutraceutical dietary supplements and skin and hair care products.

"We had a strong first quarter with broad based growth in sales and active members (total active distributors and customers)," Darren Jensen, president and CEO, said in announcing the results. "Our recent launch in Taiwan was a significant success, already delivering the third-highest sales by country across our global footprint during the month of September."

"Given the strong sales trends, we are increasing our fiscal 2019 revenue guidance. At our most recent event, we announced the launch of our newest product category, True Science hair care. The successful launch of this product led to our selling through nearly all of our total initial inventory during our global convention. As we look forward, we will continue to focus on our key initiatives, including additional geographical expansion and product innovation later in fiscal 2019."

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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), or to apply for an assignment, fill out an online volunteer application (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.

ZAKARIA

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America has a history of paranoid politics, infused with the belief that there is some hidden conspiracy to betray the republic. But these forces used to be peripheral, voiced by marginal figures. When they seemed to be growing, as with the John Birch Society in the 1960s, mainstream conservatives like William F. Buckley publicly and forcefully denounced them. Today senior Republicans emulate them. President Trump has given a ringing endorsement to Alex Jones, the coun-

try's most influential and extreme conspiracy theorist. "Your reputation is amazing," Trump said in a 2015 interview with Jones. "I will not let you down."

The Republican Party has many good people and good ideas. But none of them matters while it houses and feeds fantasies, conspiracies and paranoia, tinged with racism, bigotry and anti-Semitism. Republicans are now squarely the party of Joe McCarthy, and until that cancer is excised, they should not be entrusted with power.

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

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MITIME

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now known as the Utah Motorsports Campus to Mitime Utah Investment LLC. Mitime is the company that has managed the motorsports park facility for the county for the past three years.

The Tooele County commissioners are touting the deal as a commitment by the commissioners to ensure the facility's proper management and long-term contribution to the economic development of the county.

"We are pleased to announce this agreement with Mitime, who has been a valued partner and the track operator for the past three years," commission Chairman Wade Bitner told the *Tooele Transcript Bulletin*. "They are committed to growing the facility and its economic impact with more events, races, a hotel, manufacturing facility and research and development center. They have been tremendous stewards of this world-class track on behalf of the county and we are glad to have the ownership now in their very capable hands."

The purchase by Mitime includes the track, buildings and all the physical assets of the park as well as all 511 acres of property. Vendor leases and event contracts in place at the time of the sale will be honored under this deal, but may be subject to changes next year, the commission said.

When the Larry H. Miller Group announced it was abandoning the park in 2015, Tooele County had no interest in running it but recognized its economic value to the area. The county immediately asked for proposals from potential buyers to own and continue operating the track as a motorsports facility. In August 2015, the county announced that it had reached an agreement with Mitime to buy the park for \$20 million. Mitime is a subsidiary of

the Geely Group of Companies, which is the largest independent automobile manufacturer in China and also owns Volvo and several Chinese racetracks. Mitime said it planned to continue and expand motorsports operations at the racetrack, use it to train personnel in track operations and motorsports engineering and as a base to build racing vehicles. Mitime also pledged to promote Utah as a tourism destination to the Chinese. Mitime estimated that its planned \$270 million investment in Utah Motorsports Campus would bring \$1 billion in economic impact to Utah over 25 years.

Then along came Andrew Cartwright and his Center Point Management. Cartwright immediately sued to stop the sale on the grounds that Tooele County accepted a lower bid from Mitime instead of Center Point's higher bid. Cartwright's suit claimed the action was a violation of Tooele County ordinances and Utah state law. In December 2016, 3rd District Judge Robert Adkins agreed with Center Point and blocked the sale. Tooele County then hired Mitime to run the facility pending outcome of the Center Point lawsuit.

In December 2017, Tooele County announced a settlement of the ongoing litigation with Center Point. The 15-month legal battle ended with the county agreeing to a \$1.55 million payout to Cartwright and his company. Tooele County then put the park back on the market in April with a July 2 deadline for offers. Mitime was the only qualifying bidder, according to the county's statement.

The facility has had six different appraisals in the past three years. Those appraisals were the basis for the negotiations and final pricing of \$18.55 million for the track and its physical property by Mitime. Payment will be made within 60 days of the final contract being signed, according to the county.

"This negotiation was based on market assessments and evaluations that have been done and this is a big win for the county," said County Commissioner Myron Bateman. "We will have the track under very capable and proven management, be able to retain jobs of Tooele County residents, and make a profit for the county. The county, as a government entity, can now transfer the management to a private sector company and remove our burden and financial liability."

Proceeds from the sale of the track will be deposited into the general fund of the county and may be used for general county needs, according to the county's statement.

"Mitime would like to thank the Tooele County Commissioners for entrusting us to run and manage the facility over the past three years," said William Lee, vice president of Mitime, in a prepared statement. "We would also like to thank the residents of Tooele County for their continued sup-

port of both us, as well as the facility. We look forward to making Tooele County home to one of our many business ventures and are excited about the future growth potential for both the facility as well as Tooele County."

QUALTRICS

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ing or what share prices will be, but Qualtrics will be traded under the ticker symbol "XM," which the company said stands for "experience management."

Qualtrics is the third Utah tech company to announce that is going public this year. Tech education company Pluralsight went public in May, with an offering over \$350 million, and business analytics company Domo went public in June at nearly \$200 million in its initial offering.

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