

OF NOTE



Alexa, you're not fired

Amazon is cutting hundreds of jobs at its Seattle headquarters in favor of shifting resources to fast-growing areas like its work on the voice assistant Alexa. Amazon has not specified which departments will be affected but the Seattle operation houses its retail and marketplace businesses like the food delivery service Amazon Restaurants.

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Trucks bringing Canadian products to the U.S. choose the Ambassador Bridge or the Windsor-Detroit tunnel to cross the Detroit River from Windsor, Ontario, to Detroit, Michigan. A recent analysis of the North American Free Trade Agreement (NAFTA) indicates that Utah would lose 18,051 jobs within a year if the U.S. were to withdraw from NAFTA, a free-trade pact among the U.S., Canada and Mexico.

Many agree: NAFTA withdrawal would jeopardize U.S. economy

Brice Wallace
The Enterprise

Several new voices have joined the chorus wanting the North American Free Trade Agreement (NAFTA) to remain in place.

The Utah Farm Bureau last week said total U.S. withdrawal from NAFTA would weaken the nation's farm economy. Speaking recently in Salt Lake City, Dan North, chief economist for North America at Euler Hermes, said 14 million U.S. jobs tied to the agreement are in jeopardy.

And a new report from Business Roundtable indicates that withdrawal from NAFTA would have widespread economic impacts in Utah, including the elimination of 18,051 jobs within a year.

Last year, leaders of World Trade Center Utah and the Salt Lake Chamber said that provisions of NAFTA could be tweaked but rejected the idea of complete withdrawal.

NAFTA took effect in 1994 and established a free-trade zone involving the U.S., Canada and Mexico. President Trump has threatened to have the U.S. withdraw from the pact or get major changes to benefit the U.S.'s position.

Statistics reported by World Trade Center Utah show that in 2016, Canada and Mexico were among the top five destinations for Utah exports, behind only the United Kingdom and Hong Kong. Utah exports to Canada had a total value of \$1.32

see NAFTA page 14

Late mortgages climb a bit, still down for the year

Mortgage delinquencies in the Salt Lake City market crept up slightly in November, according to the latest numbers from CoreLogic, a California-based real estate information and analytics firm. Locally, home loans in some degree of delinquency in the state inched up from 2.8 percent in October to 2.9 percent in November. At 2.9 percent, the November rate is still down from the 3.4 percent rate recorded a year earlier, CoreLogic's "Loan Performance Insights Report" said.

Nationally, 5.1 percent of mortgages were delinquent in October compared to 5.2 percent a year earlier.

In Utah, those home loans in the seriously delinquent category (90 or more days past due), dropped from 1.2 percent to 0.9 percent in the past year. The foreclosure rate dropped from 0.3 percent to 0.2 percent in the same period, while the national foreclosure rate held steady at 0.6 percent.

Also cited in the CoreLogic report was the early-stage delinquency rate, important to measure trends in mortgage trouble. That rate declined slightly in November to 2.2, down from 2.3 percent on October.

"The effects of hurricanes Harvey, Irma and Maria appear clearly in our mortgage delinquency report," said Frank Nothhaft, chief economist for CoreLogic. "Serious delinquency rates are up sharply in Texas and Florida compared with a year ago, while lower in all other states except Alaska. In Puerto Rico, the serious delinquency rate jumped to 6.3 percent in November, up 2.7 percentage points compared with a year before. In the Miami metropolitan area, serious delinquency was up more than one-third from one year earlier to 5.1 percent, and it more than doubled to 4.6 percent in the Houston area."

Housing pushing cost of living up along Wasatch Front

Consumer price increases in Utah continue to run ahead of the national average and housing continues to be the main culprit. The Zions Bank Wasatch Front Consumer Price Index (CPI) increased 0.4 percent from December to January. Year-over-year, the Wasatch Front Consumer Price Index has grown 3.3 percent, while the national Consumer Price Index has increased 2.1 percent since January of last year.

Rising housing prices caused the majority of the year-over-year cost of living increases in January, as statewide housing de-

mand continues to outweigh supply.

Prices within the economy have remained relatively stable in recent months, which is a good sign, analysts say. Utah has registered inflation above 3 percent since May 2017. Inflation within the state has been largely driven by price increases in the housing, transportation and education sectors.

According to a study published last year by the Kem C. Gardner Policy Institute, from 2010 to 2015, the total number of households within the state increased by

109,321 while the total number of housing units only increased by 81,656. The study also noted that for the first time in 40 years, households are growing at a faster pace than housing units. The Utah housing shortage has most likely been caused by Utah's population growth as well as the state's robust job market, which has attracted thousands of highly skilled laborers to the state.

"Utah's business-friendly public policy

see CPI page 14



GOED honors 21 companies with Rural Business of the Year awards

Companies in Utah's rural counties were honored recently with the first-ever Rural Business of the Year awards.

The Governor's Office of Economic Development (GOED) worked with county commissioners to select the winners to represent the individual counties. The companies were nominated based on economic impact in their community, the size of the business and the number of jobs created.

The announcement of the winners occurred at the annual "Rural Day on the Hill" at the Utah Capitol.

"Today's Business of the Year recipients demonstrate a commitment to growing their businesses, creating jobs and strengthening our rural communities through promising economic opportunities," said Val Hale, GOED's executive director. "We're confident they will continue to impact their communities and inspire others to find the resources they need to grow."

The 2018 awardees are:

- Beaver: Skope.
- Box Elder: Lewis Cabinet Specialties.
- Cache: Conservice.
- Carbon: Intermark Steel.
- Daggett: Flaming Gorge Re-

sort.

- Duchesne: L&L Motor.
- Emery: Bronco Utah.
- Garfield: Ruby's Inn.
- Grand: Moab Brewery.
- Iron: Genpak.
- Juab: Barnes Bullets.
- Kane: Honey Marketplace.
- Millard: Magnum.
- Morgan: Innovative Structural Solutions.
- Piute: Tomatoes Pizza Pie.
- Rich: STR Helper.
- San Juan: Bluff Dwellings.
- Tooele: Chad Hymas.
- Uintah: VTV Channel 6.
- Wasatch: Heber Valley Historic Railroad.
- Wayne: Legacy Outdoor Adventures.

In addition to the Business of the Year awards, the Utah Leopold Conservation Award winner, Fred Thurston, was recognized. The award honors a Utah landowner's achievement in voluntary stewardship and management of natural resources. His earning of the 2017 honor was announced in December at the Utah Farm Bureau Federation's annual convention in Layton.

The award is presented by Sand County Foundation in partnership with Western AgCredit, Utah Farm Bureau Federation

and the Utah Cattlemen's Association. Thurston owns a cattle ranch in the Weber River Valley in Morgan County, where his great-grandfather settled.

"Farmers and ranchers are the fathers of conservation here in the great state of Utah," said Rep. Norm Thurston, R-Provo. "Long before modern organized conservationists, it was the agricultural producers that cared and tended to our land with the goal of preserving and passing it on to future generations. The families that have received this award have been a model for how conservation and agriculture go hand-in-hand in a prosperous operation. I want to sincerely congratulate Fred Thurston and the others for the incredible work they have done."

Rural Day on the Hill highlights economic challenges, successes and opportunities in rural Utah. The 2018 event featured updates from rural legislators, progress of Gov. Gary Herbert's 25K Jobs initiative (25,000 new jobs by 2020) and a lunch with legislators.

Herbert has spent the last several months meeting with representatives from each rural county to discuss incentives, grants, funding opportunities, resources, and

each county's strategy to grow and diversify their local economy.

"Utah has experienced unprecedented economic growth, but not all of Utah's communities are full participants in this suc-

cess," Herbert said. "The 25K Job Initiative aims to improve economic success in all 25 counties by exploring new opportunities and clearing roadblocks impeding economic progress."

Incentives bring production of pair of movies to Utah

A pair of movies recently were approved for incentives to shoot in Utah, with principal photography set for this spring.

The incentives were awarded by the Governor's Office of Economic Development (GOED) board during its February meeting.

Late Shift Inc. was approved for a Motion Picture Incentive Program cash rebate of up to \$362,500 for "Night Clerk," an independent feature drama. The production is expected to spend \$1.45 million in Utah and involve 14 cast members, 60 crew members and 150 extras.

Principal photography is scheduled for April 9-May 11. Post-production work continues through Dec. 1. The director is Michael Cristofer. The producer is David Wulf.

Lazy Susan Films was approved for a Community Film Incentive Program cash rate of up to \$78,625.60 for "Out in the Cold," an independent feature thriller. The production is expected to spend \$393,128 in Utah and involve four cast members, 37 crew members and 55 extras.

Principal photography is scheduled to take place through March 9. The director is Susan Walter. The producer is Jake Van Wagoner.



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Proposal would bring \$2M to fight California's extra charge on coal-generated Utah power

State Rep. Mike Noel of Kanab is shepherding a bill through the Utah Legislature that would allocate \$2 million to sue California over its laws that make power generated at Utah coal-fired plants more expensive. The bill passed its first test last week, a subcommittee vote with a single legislator raising objections.

Republican Noel said that the California rule, which adds \$15 per kilowatt hour to the price California utilities pay for coal-produced power from Utah, is hurting the coal industry in the rural parts of the state that he represents. He claims that the law violates the U.S. Constitution's Commerce Clause, that has an implied

prohibition of state laws and regulations that interfere with or discriminate against interstate commerce. Noel called the California regulation part of "California's war on Utah coal."

Sen. Jim Dabakis, a Salt Lake City Democrat, was the only dissenting vote in subcommittee, wondering aloud why the cost doesn't fall to the coal companies directly affected by the California law.

Noel's proposal was part of an appropriations bill by the Natural Resources, Agriculture and Environmental Quality Appropriations Subcommittee and now moves on to an executive appropriations committee for approval.

Utahns warned to hang up when tax scammers call

Just as the tax filing season begins, the Utah State Tax Commission is warning Utahns about the latest tax scam. The commission is telling taxpayers to be defensive in dealing with those out to steal money, data and identities.

"If a taxpayer receives a call saying their refund has been deposited into their account in error, they should immediately hang the phone up and contact their bank or credit union to take corrective measures," said Charlie Roberts, spokesperson for the Utah State Tax Commission.

Taxpayers should then contact either the commission or IRS and report the incident.

Those who receive a direct deposit refund that they did not request are strongly encouraged to contact the automated clearinghouse department of their bank or credit union where the direct deposit was received and have them return the refund to the IRS or Utah State Tax Commission. If an incorrect refund is on a federal return, taxpayers should call the IRS at (800) 829-4933 to explain why the direct deposit is being returned. If the incorrect refund is from the Utah State Tax Commission, the report should be made at (801) 297-2200.

Although only discovered only recently in Utah, this tax scam technique is even more sophisticated than in past years. For several years, scammers have

called taxpayers with threats of criminal action if they did not send money and give identity information. Cybercriminals now steal data from tax professionals' computers and file fraudulent tax returns. In a new twist, they deposit the fraudulent refund into the taxpayers' real bank accounts. They then contact taxpayers and tell them the refund was deposited into their account in error. They also ask probing questions to obtain identity and sensitive bank information, such as routing numbers.

"The fraudulent caller then gives the taxpayer instructions on how to return the deposit, into what is really the scammer's account," Roberts said. He emphasized that neither the state nor the Internal Revenue Service would ever phone taxpayers demanding identification information to correct such an error.

Jive acquired by Boston-based LogMeIn

LogMeIn Inc., a developer of remote connectivity software based in Boston, has acquired Orem-based Jive Communications. Jive develops and markets cloud-based phone systems and unified communications software (UC).

Jive Communications will become a wholly-owned subsidiary of LogMeIn USA Inc. Under the terms of the merger agreement, LogMeIn will pay \$342 million at closing for all outstanding equity in Jive. LogMeIn will also pay up to an additional \$15 million in cash contingency payments upon the achievement of specified milestones over the two-year period following closing.

John Pope, CEO of Jive, will continue to run the Jive Communications business subsidiary.

The transaction will unite LogMeIn's collaboration products such as GoToMeeting, GoToWebinar and OpenVoice with Jive's unified communications products, the company said in a release. The deal is expected to close during the second quarter of 2018, subject to customary regulatory approvals and conditions.

The LogMeIn collaboration portfolio serves 25 million users, 7 million meetings and over 900 million conferencing minutes every month, the company said. Jive brings 20,000 worldwide customers to the combined enterprise.

Founded in 2006, Jive Communications is a privately held, venture-backed company with offices in the U.S., Canada and Latin America. It employs nearly 600 throughout its operations.

"Jive's success in UCaaS (unified communications as a service) is a testament to its modern cloud-based platform, its deliberate focus on custom-

er satisfaction and its renowned culture of innovation," said Bill Wagner, president and CEO of LogMeIn. "We believe the combination of Jive's award-winning voice, video, contact center and mobile applications with our leading collaboration products, GoToMeeting and join.me, will give LogMeIn one of the best and most comprehensive UC offerings in the market. The result is a deal that will accelerate our overall growth, set a new standard in the UC market, and provide us with a foundation upon which we'll build the next generation of LogMeIn's UC portfolio."

"With market-defining

brands like GoToMeeting and GoToWebinar, LogMeIn is one of the most recognized and respected names in collaboration – a leader with the reach, scale and resources capable of fueling Jive's next chapter of growth and customer-focused innovation," said Pope. "They are also a company that shares our vision and philosophy for giving millions of people a better, simpler, friction-free way to communicate and collaborate on their terms. It's a combination that immediately gives both parties the power to deliver significantly more value to our combined customer bases."



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Time to pitch those old, hackneyed sales pitches

Sales pitches are shortcuts that save time and don't require thinking. They're the stock-in-trade of salespeople, rolling off the tongue easily and unconsciously.

They once worked well with customers, but not so much today. Here are some of them:

"How can I help you?" This one gets top billing on the list, and deservedly so. It's left over from the last century, when customers needed assistance and relied on salespeople and marketers, as well as the iconic Sears catalog, to point them in the right direction, followed by the ubiquitous shopping mall. While the former is long gone, the latter is fast going dark.

When you think about it, "How can I help you?" is insulting, a turnoff and a crutch, as if customers lack the ability to identify what they want and then to find it. A more adult approach would be, "Let's talk about what you have in mind."

The role of salespeople and marketers is no longer that of a guide, directing customers to what they want to sell them. Those who make sales are coaches who take the time to figure what's in the customer's best interest.

"We are the competition." While it may work for Ferrari, this one is nothing more than a self-serving attempt to raise the "look no further" flag. A company that believes it's out in front of the pack can back up the claim by comparing their product or service so customers can make that judgment for themselves.

There are no secrets today so attempts at obfuscation or pulling the wool over the customer's eyes are self-defeating.

"I have just what you're looking for." This might be described as the "presumptive opening" or, more accurately, as the "This is what I'm going to sell you, so save time by getting your wallet out now" strategy. Rather than attempting to engage customers, it's more akin to browbeating than anything else. On top of that, it's repulsive and demeaning to customers.

"We've been in business for 37 years." There was a time when longevity made a compelling statement for customers, sending a message of stability and that somebody was doing something right. Not now. In fact, it may be just the opposite in the customer's mind, as companies merge, fail and, more likely, fall behind.

Old is out. Today, customers flock to startups, the new and the innovative, particularly if the CEO is 23, not 63.

"You're going to love this." Whether it's a house, an engagement ring or a refrigerator, telling customers what to think can mean trouble. It's demeaning, particularly when a stranger, such as a salesperson, does it. And it can come back to bite you. Even though customers make a purchase, they can come to resent being told how they should think about what they buy — and then comes a canceled order or a quick return. And no more sales.

"You'll never do better than this price." Sure, everyone in marketing and sales is justifiably concerned with price — more so every day. But that's no excuse for arrogantly announcing to customers they are, in effect, stupid not to buy from you. Such tactics may have worked in the past, but today's customers don't respond positively to them. They want the evidence and they feel capable of their own research, even as they're talking to a salesperson.

"Time is running out. Once they're gone, they're gone." Yes, and you might want to throw in "Order now. Only 11 in stock." Scarcity gets attention, as psychologists tell us. We balk at losing something we already have for the possibility of greater gain.

Yet, we also don't want to lose something we don't have, particularly if it's in scarce supply. It's not surprising such pitches as "Prices going up in two days" and "Only three left in stock" are irresistible, and, like magic, compel many customers to hit the "Buy now" button. While there are takers, the more thoughtful and better-informed buyers say, "Thanks, but no thanks."

"I can see you know what you like." We want to be treated with respect, but today's customers avoid manipulation by fake praise that's designed to create a bond with the salesperson. Instead of dwelling on ways to get the sale, it's far better to focus on listening thoughtfully to what a customer says and the questions they ask.

"I don't know how long that's going to be available." An upscale retailer had a one-day furniture sale and the place was jumping. Months later, there was a two-day sale event for customers. Much of the same merchandise was shown at the original "special price." Playing



JOHN GRAHAM

see **GRAHAM** page 11

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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.

ARTS/ENTERTAINMENT

• **Salt Lake Arts Council Foundation** has entered into an agreement with the private sector to produce the **2018 Twilight Concert Series**. The one-year agreement with **Broadway Media** gives the foundation the ability to put on the Twilight Concert Series in 2018, highlighting Broadway Media's expertise in concert production and promotion. The series returns to the Gallivan Center in Salt Lake City on Thursday evenings in August, with possible concerts in September. The concerts have averaged 7,000 attendees weekly. The Twilight Concert Series brand was created 30 years ago.

CONTESTS

• The **Society of Physician Entrepreneurs (SoPE)** is accepting entries from student teams and early-stage companies for its **Second Annual Health Innovation Pitch Competition**, which takes place March 15 at Church & State, 370 S. 300 E., Salt Lake City. Pitch decks may be sent to drdayton@gmail.com. Finalists will pitch their idea during the first half of the event and semi-finalists will be invited to set up booths during the networking part of the meeting. Pitches will be judged by local angels and VCs from SLC Angels, Park City Angels and Kickstart Seed Fund.

DIVIDENDS

• The board of directors of **SkyWest Inc.**, St. George, has declared a quarterly dividend of 10 cents per share. The dividend will be paid April 5 to shareholders of record March 30.

ENERGY/NATURAL RESOURCES

• Five Level 2 electric vehicle charging stations are now operating at **Snowbird** for year-round use. The stations, along with an additional 110-volt outlet, are available to electric car owners. The stations are located in the Snowbird Cliff Lodge parking structure via Entry 4. The chargers were installed with the assistance of grants and donations from **Tesla**, **Rocky Mountain Power** and **Utah Leaders for Clean Air**. Snowbird says its charging stations give it the largest capacity of any ski resort in Utah.

LAW

• **Thomas J. Scribner** has taken over the helm of **Scribner**

Fowlke Attorneys at Law PC, Provo, following co-founding attorney **Lorie D. Fowlke's** departure to work with U.S. Rep. John Curtis, R-Utah. The firm will be known as **Scribner Law**. Scribner, a Provo attorney, and the firm will focus on real estate, small business and estate planning/probate. Scribner has been practicing law since 1986, and has been with the firm for 30 years.



Thomas Scribner

• Shareholders at **Durham Jones & Pinegar** have appointed nine attorneys to the firm's board of directors: **Mark L. Astling**, **R. Blake Hamilton**, **Richard M. Hymas**, **Jeffrey M. Jones**, **N. Todd Leishman**, **Joshua E. Little**, **Kevin R. Pinegar**, **Douglas B. Thayer** and **David W. Tufts**. The directors will serve for one year. Astling is a member of the firm's Tax and Business and Finance sections and advises on a variety of corporate and individual federal and state tax issues. Hamilton is a trial lawyer in the firm's Litigation section, where he leads the firm's Governmental Entity Defense Group. In addition to defending governmental entities, he also practices in complex civil litigation, healthcare licensing and privileging, and complex criminal defense. Hymas is the firm's chief operations officer and a member of the Litigation and Employment section. Jones is the firm's chief marketing officer, co-founder of the firm and a member of the Business and Finance section. His practice concentrates on corporate and securities matters and he regularly represents public and private companies in a broad range of matters. Leishman is the firm's chief executive officer and president and a member of the Business and Finance section whose practice focuses on mergers and acquisitions. Little is the firm's chief financial officer. He has served on the firm's board of directors since 2010 and served as the managing attorney of the firm's St. George office between 2010 and his appointment as CFO in 2018. Little is a member of the firm's Business and Finance Section, where he represents public and private companies in a range of corporate finance and business combination transactions. Pinegar is a member of the firm's Business and Finance section and is a co-founder of the firm. From 2007-2018, he was the firm's president and CEO. He counsels clients on a broad range of corporate, securities and business-related matters.

Thayer is a member of the firm's Litigation section with many years of trial experience in civil and criminal litigation involving fraud, embezzlement and complex financial transactions, including high-income, complicated marital estates and probate matters. Tufts is a trial attorney in the firm's Litigation and Intellectual Property sections. He has handled a broad array of commercial and business matters, including state and federal trials and appeals before the Utah Supreme Court and Court of Appeals.

• **Ray Quinney & Nebeker** has announced that **Beth J. Ranschau**, **Adam K. Richards** and **Blake R. Voorhees** have been elected shareholders of the firm and hired of-counsel attorney **Carol Funk**. Ranschau is a member of the firm's Litigation section. Her practice covers general



Beth Ranschau



Adam Richards



Blake Voorhees



Carol Funk

litigation matters, including trade secret disputes, complex commercial litigation and appellate practice. Ranschau received her J.D. from the University of Utah's S.J. Quinney College of Law in 2011 and her B.A. in gender studies from the UofU in 2007. Richards represents local and national clients in patent, trademark, copyright, antitrust, class action, business, trade secret, false advertising and civil RICO litigation. Voorhees is a member of the firm's Tax, Trusts and Estate Planning and Corporate sections. His practice focuses on estate planning, estate and trust administration, nonprofit organizations, business formation and planning, mergers and acquisitions and taxation. His education includes a B.A. from the University of Utah in 2008. Funk is a member of the firm's Litigation section. Her practice focuses on appellate litigation in state and federal courts of appeals, as well as complex litigation matters in state and federal district courts. Her education includes a B.S. in finance from the University of Utah in 2000.

MANUFACTURING

• **Purple Innovation Inc.**, Alpine, has appointed **Adam Gray** to its board of directors. Gray is co-founder and managing partner at Coliseum Capital Management LLC. His appointment follows Coliseum's previously announced \$65 million of committed equity and debt investment. Gray has nearly 30 years of capital stewardship, private equity and operating experience. He was recently appointed to the board of directors of The Pas Group, an Australian apparel businesses, and currently serves as non-executive chairman and non-executive director of Redflex Holdings Limited. He is also a director of New Flyer Industries Inc. and a former director of Blue Bird Corp., Benihana Inc. and DEI Holdings Inc. Prior to founding Coliseum, Gray held senior positions at Burger King Holdings Inc. and Metromedia Restaurant Group. Gray began his career with the Merchant Banking Division at Morgan Stanley before joining Kluge & Co., the internal merchant bank of Metromedia Co.



Adam Gray

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PHILANTHROPY

• **C.R. England** and **England Logistics**, a wholly owned C.R. England subsidiary, have launched the "One" initiative. The two Salt Lake City-based companies are transitioning their corporate charitable efforts into achieving one goal: to provide 1 million meals annually to hungry children beginning in 2018. The companies are donating proceeds from business transactions to youth meal pro-

grams at local food banks across the nation. The One initiative will support food banks close to facilities across the country, with a corporate donation triggered each time a driver delivers a truckload of freight for its customers. The companies also will hold fundraising events throughout the year, and employees and drivers are encouraged to provide volunteer service hours at local food banks. **Utah Food Bank** is among participating food banks. Details are at www.oneagainstchildhoodhunger.com.

• **DoTerra**, Pleasant Grove, has announced that since launching operations in rural Kenya two years ago with its partner, **Fairoils**, its "Co-Impact Sourcing" initiative has partnered with smallholder farmers in southern Kenya to create hundreds of jobs and is expected to create over 5,000 rural farming jobs by 2020. The DoTerra Healing Hands Foundation has also provided funding and resources to complete nine community projects that have benefitted the health and well-being of thousands of Kenyans, with more to be added. Through its strategic partnership with Fairoils, an expert organization in farming and essential oil production, DoTerra has helped form cooperative farming groups within various communities across Kenya to produce essential oils.

REAL ESTATE

• Reservations are being accepted for **Kings Crown at Park City**, which developers say is the first residential on-mountain ski development on Park City Mountain in 40 years. The project consists of 27 build lots priced between \$850,000 and \$2.2 million, and seven completed Crownhomes priced between \$4.3 million and \$4.7 million. The Crownhomes are being built by development team **CRH Partners LLC**. Anticipated completion is the spring of 2020. **Team Schlopy**, Global Luxury specialists affiliated with **Coldwell Banker Residential Brokerage** in Utah, is the exclusive marketing and sales representative.

RECOGNITIONS

• The **Sandy Area Chamber of Commerce** recently announced the winners of its **2018 Peak Awards**. They are: **Business Woman of the Year**, **Jennifer Kartchner**, Stonebridge Printing; **Business Man of the Year**, **Wagner Ribeiro**, Tuschar's Brazilian Express; **Business of**

see BRIEFS next page

Industry Briefs

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the Year, Bridge Investment Group; Community Service Award, Jersey Mike's Subs; Clark & Barbara Stringham Volunteer of the Year, Alan Rindlisbacher; Ambassador of the Year, Vickey Barrett; President's Award, The Boyer Co.; and Distinguished



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Corporate Partner of the Year, Comcast.

• **Staker Parson Cos.** recently won a **Silver Excellence in Community Relations Award** from the **National Stone Sand and Gravel Association (NSSGA)**. Each year, the company visits local schools in order to educate students about mining and aggregate production with their "Rocks Build Our World" program, which also coincides with the fourth-grade geology science curriculum. The company also regularly attends or hosts STEM fairs and donates the use of its giant sandbox for children to play in at various community events.

• **Entrepreneur** magazine recently named **Property Management Inc.**, Lehi, as the top property management company on its annual **Franchise 500** for the second year in a row. The Franchise 500 is a comprehensive ranking of franchises with outstanding performance in areas including unit growth, financial strength and stability and brand

power. PMI first appeared on the Franchise 500 in 2015 and was ranked No. 152 this year.

• **CRN**, a brand of The Channel Company, has named **StorageCraft**, Draper, to its list of the "100 Coolest Cloud Computing Vendors of 2018." CRN recognizes the most innovative cloud technology suppliers in each of five categories: infrastructure, platforms and development, security, storage and software.

• **Mountain Living** has announced its list of "Top Architects and Designers 2018," honoring architects and interior designers in the West. For the Park City/Deer Valley/Salt Lake City area, the top architects are **Bridgewater Consulting Group**, **Costantino Grandjacquet Architect**, **Jaffa Group**, **Lloyd Architects**, **Otto/Walker Architects**, **Park City Architecture**, **Sparano + Mooney Architecture** and **Upwall Design Architects**. The list of top interior designers in the area includes **AMB Designs**, **Barclay Butera Interiors**,

Denton House Design Studio, **Natural Instincts Interior Design**, **Paula Berg Design Associates**, **Robert Kelly Home & Interior Design**, **Root'd** and **SRE Design**.

• **Summit County** leads Utah counties in a study of the **best places to save money**, according to financial technology company **SmartAsset**. The study compares each county's income, cost of living, purchasing power and taxes to determine the places where it is easiest to save money. After Summit County, the rankings included, in order, Morgan, Davis, Uintah, Wasatch, Tooele, Utah, Duchesne, Salt Lake and Box Elder counties. Details are at <https://smartasset.com/checking-account/best-savings-accounts#Utah>.

RURAL UTAH

• The **Governor's Office of Economic Development (GOED)** board, at its February meeting, endorsed **Rural Fast Track** grants for two companies. **Castle Country Hydraulics & Supply**,

of Price in Carbon County, was endorsed for a \$50,000 grant to help it expand its business and buy a building. The \$250,000 project is expected to result in two new full-time positions. **IDK Barbecue**, of Henrieville in Garfield County, was endorsed for a \$22,477 grant to help it expand its business and buy restaurant equipment. The \$44,953 project is expected to result in four new full-time positions. The grants were approved by the **Governor's Rural Partnership Board**.

TECHNOLOGY/LIFE SCIENCES

• **TCN Inc.**, a provider of cloud-based call center technology, has opened a new global headquarters at 162 N. 400 E., St. George. The new facility features 12,000 square feet of central office space, with a renovated multipurpose second-floor office space. The 18-year-old company, which has more than 2,000 customers and eight data centers worldwide, said it plans to double its workforce within the next year.

CORPORATE FINANCIAL REPORTS

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

Dominion

Dominion Energy, based in Virginia but with operations in Utah, reported earnings of \$1.4 billion, or \$2.25 per share, for the quarter ended Dec. 31. That compares with \$457 million, or 73 cents per share, for the same quarter a year earlier.

Operating earnings were \$585 million, or 91 cents per share, in the most recent quarter. That compares with \$618 million, or 99 cents per share, for the year-earlier quarter.

The company said the principal difference between reported earnings and operating earnings for the quarter was a tax benefit associated with the Tax Cuts and Jobs Act enacted in December.

Operating revenue was \$3.2 billion in the most recent quarter, up from \$3 billion in the year-earlier quarter.

For the full year 2017, the company reported earnings of \$3.1 billion, or \$4.93 per share. That compares with \$2.1 billion, or \$3.44 per share, for 2016.

Operating earnings totaled \$2.29 billion, or \$3.60 per share, in 2017. That compares with \$2.35, or \$3.80 per share, in 2016.

Operating revenue in 2017

totaled \$12.6 billion, up from \$11.7 billion in 2016.

Dominion is a producer and transporter of energy, with a portfolio of approximately 25,900 megawatts of electric generation; 14,800 miles of natural gas transmission, gathering and storage pipeline; and 6,600 miles of electric transmission lines. It also operates one of the nation's largest natural gas storage systems, with 1 trillion cubic feet of storage capacity and serving nearly 6 million utility and retail energy customers.

"We are very pleased with our record operational and safety performance for the year," Thomas F. Farrell II, chairman, president and chief executive officer, said in announcing the results. "In addition, we achieved strong financial results for 2017 and reported operating earnings of \$3.60 per share in the middle of our guidance range, despite weather that was significantly below normal."

Vista Outdoor

Vista Outdoor Inc., based in Farmington, reported net income of \$53.7 million, or 94 cents per share, for the fiscal third quarter ended Dec. 31. That compares with a net loss of \$377.5 million, or \$6.44 per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$581 million, down

from \$653.6 million in the year-earlier quarter.

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, with other operations in Asia, Australia, Canada and Europe.

"The company delivered solid third quarter results in a continuously challenging marketplace," Chris Metz, chief executive officer, said in announcing the results. "We generated strong free cash flow, which enabled us to repay \$108 million of debt."

"As I've said before, we must make significant changes, act decisively, and move quickly. During the quarter, we made great progress on key initiatives that will reposition the business. We also launched innovative new products across the portfolio that are resonating with our customers and end users. In line with our focus to improve profitability, we have begun to implement organizational changes, including streamlining corporate-level functions and improving business operations to maximize efficiency, drive brand-level decision making and improve accountability. We

have also received strong interest on the sale of our eyewear business and are currently fielding inquiries."

Park City Group

Park City Group Inc., based in Salt Lake City, reported net income to common shareholders of \$1.19 million, or 6 cents per share, for the fiscal second quarter ended Dec. 31. That compares with \$1.18 million, or 6 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter were a company-record \$5.7 million, up from \$4.8 million in the year-earlier quarter.

Park City Group is a platform-as-a-service company.

"As planned, we signed multiple vendor portal deals in the second quarter, driving supply chain results and overall revenue to record levels," Randall K. Fields, chairman and chief executive officer, said in announcing the results. "These wins were important as they mark our transition to a platform-as-a-service company. The scope of our ReposiTrak customer relationships is expanding from food safety compliance to an end-to-end platform that also includes our supply chain and MarketPlace B2B e-commerce capabilities."

LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$300,000, or 2 cents

per share, for the fiscal second quarter ended Dec. 31. The figures from the year-earlier quarter were the same.

Revenue in the most recent quarter totaled \$49.5 million, up from \$48.9 million in the year-earlier quarter.

LifeVantage is a health, wellness and anti-aging products company.

"We continue to execute on our key initiatives for fiscal 2018 and generated both year over year and sequential revenue growth during the second quarter," Darren Jensen, president and chief executive officer, said in announcing the results.

"The recent launch of our highly anticipated Vitality Stack Packets is a key aspect of our product strategy initiatives. We are also pleased to have successfully completed our commercial test of the new business model supporting our entry into China and formally launched in this promising new market on Feb. 1, 2018. As we enter the second half of our fiscal year, we are focused on accelerating revenue growth as our transformational initiatives take hold across LifeVantage's growing global footprint."

Dynatronics

Dynatronics Corp., based in Cottonwood Heights, reported a net loss applicable to common

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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.

Feb. 20, 10:30 a.m.-1:30 p.m.

“Life Science Day on the Hill,” presented by the Governor’s Office of Economic Development (GOED) and BioUtah and highlighting the challenges, opportunities, business climate and workforce initiatives within the life science industry in Utah. Event also will include an update on the economic impact study on the life science industry in Utah from the University of Utah’s Kem C. Gardner Institute. Location is the Utah State Capitol, 350 State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

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

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

Feb. 20, 4-6 p.m.

Business B 4/5, a West Jordan Chamber of Commerce event. Location is Competitive Edge Office Systems, 307 W. 200 S., Salt Lake City. Registration can be completed at <http://bit.ly/2DAHGTx>.

Feb. 20, 7 p.m.

“Be Relentless,” a Startup Ignition and Silicon Slopes event. Speaker is Jeffrey Hayzlett, TV and radio host and former Fortune 100 CMO. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Open to all entrepreneurs and venture ecosystem players in Utah. Free. Registration can be completed at Eventbrite.com.

Feb. 21-22, 26-27

Bank of Utah Annual Economic Outlook Events, featuring information for business and community leaders about Utah’s projected economic growth. Speaker is Pamela S. Perlich, director of director of demographic research at University of Utah’s Kem C. Gardner Policy Institute. Events are Feb. 21 at Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden (in conjunction with Weber State University and Ogden-Weber Chamber of Commerce), with additional speakers including Jim Taggart of Ogden-Weber Tech College and Eric Allen of

Utah/Idaho Metrostudy; Feb. 22 at Little America Hotel, 500 S. Main St., Salt Lake City; Feb. 26 at Thanksgiving Point, 33 W. Clubhouse Drive, Lehi; and Feb. 27 at The Riverwoods Conference Center, 615 Riverwood Parkway, Logan. All are 11:30 a.m.-1 p.m. Pre-registration is required. Registration and details are (801) 409-5172 or <https://www.bankofutah.com/events/2018-economic-outlook-event>.

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

“Authenticity Sells: Social Media for Outdoor Businesses,” presented by the Utah Office of Outdoor Recreation. Panel discussion will focus on using social media as a marketing tool. Panelists are Brandon Ott, director of content at Ski Utah; Dave Hugar, vice president of e-commerce at American Outdoor Brands Corp. (Smith & Wesson); and Kirk Ouimet, creative camera/product engineering at Snap Inc. (Snapchat) and founder of Scan Inc. Location is the Governor’s Office of Economic Development, 60 E. South Temple, third floor, Salt Lake City. Registration can be completed at Eventbrite.com.

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

HR Forum, a Utah Technology Council (UTC) event for HR and people executives from UTC member companies. Location is Packsize International LLC, 3760 W. Smart Pack Way, Salt Lake City. Details are at utahtech.org.

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

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

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

2018 Nubiz (Northern Utah Business) Economic Forecast, an Ogden-Weber Chamber of Commerce event. Speakers are James Taggart, president of Ogden-Weber Tech College; Eric Allen, regional director of Utah/Idaho Metrostudy; and Pam Perlich, director of demographic research at the University of Utah’s Kem C. Gardner Policy Institute. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$49. Details are at ogdenweberchamber.com.

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

Women in Business Day

at the Capitol, a Sandy Area Chamber of Commerce event. Location is the Utah State Capitol, 350 State St., Salt Lake City. Details are at sandychamber.com.

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

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.com.

Feb. 21, noon-1 p.m.

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

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

“Jump Start: Intro to Entrepreneurship,” a Salt Lake Chamber seminar taught by Deb Bilbao, business consultant at the Women’s Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Location is the Women’s Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

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

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

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

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

Feb. 21, 6-9 p.m.

ChamberWest Chamber of Commerce Annual Awards Gala, with the theme “Dust Off Your Boots.” Harmons will receive the 2018 Hall of Fame Award. Winners will be disclosed for Business of the Year, Small Business of the Year, Best New Business, Best Place to Work, and Volunteer of the Year. Location is the Maverik Center, 3200 Decker Lake Drive, West Valley City. Details are at chamberwest.com.

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

UTC Legislative Breakfast, a Utah Technology Council event featuring a discussion of the latest policy issues that affect the local tech industry and a chance to hear

from local legislators. Location is the East Senate Building, Utah State Capitol, 350 State St., Salt Lake City. Details are at utahtech.org.

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

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

Feb. 22, noon-1:30 p.m.

Product Hunt and Munch & Mingle, presented by Big Door and featuring startups in wearable technology and virtual reality: Rubi, Owllet, Bend Labs, Virtualities, vSpatial, Veristride, Audiowave, and Seek & SignGlasses. Location is Church & State, 370 S. 300 E., Salt Lake City. Free. Details are at <http://www.bigdoornetwork.com/january-product-hunt-utah-meet-up-18/>.

Feb. 22, 5:30-6:30 p.m.

Business Boot Camp Series, a Cottonwood Heights Business Association event. Speaker EksAyn Anderson, negotiation expert and author, will discuss “The Art of Negotiation.” Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Registration can be completed at artofnegotiation.eventbrite.com.

Feb. 22, 6-7 p.m.

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

Feb. 22, 6-7 p.m.

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

Feb. 22, 6-7 p.m.

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

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

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

are at murraychamber.org.

Feb. 23, noon-1:30 p.m.

Startup Conversation, presented by Silicon Slopes in partnership with Salt Mine Productive Workspace. Speakers are Karl Sun, co-founder and chief executive officer of Lucid Software; Eric Rea, co-founder and chief executive officer of Podium; and Mitch Macfarlane, COO at Instructure. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

Feb. 24, 7:30-9 a.m.

Bagels and Bills 2018, a Spanish Fork Salem Area Chamber of Commerce event. Location is Nebo School District offices, 350 S. Main, Spanish Fork. Free. Details are at thechamber.org.

Feb. 24, 8-9 a.m.

Legislative Roundup, part of a series on Saturdays through March 3. Legislators from the west side of Salt Lake County will attend to answer questions and share information about bills being considered during this legislative session. Location is Riverton Intermountain Hospital, 3741 W. 12600 S., Riverton; and March 3 is Jordan Valley West Valley City, 3460 S. Pioneer Parkway, West Valley City. Details are at westjordanchamber.com.

Feb. 24, 9:30-11 a.m.

“Pancakes and Politics 2018,” an American Fork Chamber of Commerce event. Location is American Fork Hospital, 170 N. 1100 E., American Fork. Free. Details are at thechamber.org.

Feb. 27, 7:30-9 a.m.

Breakfast Safety Seminar, a Utah Safety Council event with the theme “Workplace Incentive Programs.” Location is Utah Safety Council, 1574 W. 1700 S., Salt Lake City. Free for two people per member organization, \$10 for nonmembers. Details are at utahsafetycouncil.org.

Feb. 27, 8 a.m.-2:30 p.m.

“Family and Medical Leave Act: A Guide for Human Resources,” an Employers Council event with information on how to comply with FMLA, including the definition of “serious health condition,” employee notice requirements and managing intermittent leaves. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt

CALENDAR

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Lake City. Cost is \$185. Details are at <https://www.employer-scouncil.org/training-catalog>.

Feb. 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.

Feb. 28-March 3

RootsTech 2018, a family history conference hosted by FamilySearch International. Feb. 28 includes a keynote presentation by Steve Rockwood, chief executive officer of FamilySearch International. Event also features more than 300 classes and activities. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Pass costs start at \$69. Details are at rootstech.org.

Feb. 28, 7:30-8:30 a.m.

Coffee Meet Up, a Holladay Chamber of Commerce event. Location is 3 Cups Coffee, 4670 S. 2300 E., Holladay. Details are at holladaychamberofcommerce.org.

Feb. 28, 9-10:30 a.m.

Workforce Development HR Forum, a West Jordan Chamber of Commerce event. Location is the chamber, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

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

Professionals Networking Group, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at chamberwest.com.

Feb. 28, 3-5 p.m.

"Digital Marketing: Grow Your Presence on Social Media," a Salt Lake Chamber event. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost

is \$25. Details are at slchamber.com.

March 1-3

Entrepreneur and Investor Life Sciences Summit 2018, sponsored by BioUtah and the University of Utah Technology & Venture Commercialization. Event connects Utah entrepreneurs with local and national investors in life sciences. Investor dinner is March 1, 6-8 p.m., at the Swaner Forum at the National History Museum, Salt Lake City. Summit is March 2, 8:30 a.m.-3:30 p.m., at The Tower at Rice-Eccles Stadium, University of Utah, Salt Lake City. Skiing and snowboarding is March 3, 8:30 a.m.-4 p.m., at Park City Mountain Resort. Details are at <http://www.bioutah.org/ei-summit-2018>.

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

Chamber Lunch, a Murray Area Chamber of Commerce event. Speakers Abby Osborne, vice president of government relations at the Salt Lake Chamber, and Michael Parker, vice president of public policy

at the chamber, will discuss the 2018 legislative session. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$20 with prepaid RSVP, \$30 after Feb. 27. Open to the public. Registration can be completed at murraychamber.org.

March 1, 6-7:30 p.m.

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

March 2, 7:30-8:30 a.m.

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

March 2, 8-10 a.m.

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

March 2, 8 a.m.-4 p.m.

"PHR, SPH and aPHR Study Programs," an Employers Council five-week program on Fridays to assist people in preparing for the exam. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$1,399. Details are at employerscouncil.org.

March 2, 8-9:30 a.m.

Friday Forum, a Utah Valley Chamber event. Nancy Volmer, director of public relations and marketing for Salt Lake City's Department of Airports, will discuss the airport's updates and expansions. Location is Zions Bank Building, eighth floor, Rock Canyon Room, 180 N. University Ave., Provo. Free for chamber members, \$20 for extra member tickets, \$30 for nonmembers. Details are at the-chamber.org.

March 2, 8:30-11:30 a.m.

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

March 3, 7:15-9 a.m.

"Eggs and Issues 2018," a Utah Valley Chamber event with the theme "Is Your Business Affected?" and offering a chance

to meet with legislators to discuss issues affecting business in Utah County. Location is Utah Valley Regional Medical Center, Sorenson Tower, Ashton Auditorium, 1134 N. 500 W., Provo. Free. Details are at thechamber.org.

March 3

2018 Excellence Awards, presented by the Utah chapter of CCIM, with the theme "Time for Tech." Event honors professionals in Utah's commercial real estate industry who exemplify the highest degree of business excellence in more than 14 specialties within the industry. The Hall of Fame recipient is Jim Sorenson of Sorenson Cos. Location is the Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at <http://www.utahccimchapter.com/about-the-excellence-awards>.

March 5-6

2018 Utah Safety Conference & Expo, presented by the Utah Safety Council. Event features 40 breakout sessions, keynote speakers, networking luncheons and an expo highlighting the latest in safety products and services. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Cost is \$250 for members, \$350 for nonmembers, \$50 for students. Details are at utahsafetycouncil.org.

March 6, 9-10 a.m.

"International Trade Financing 101" Seminar, presented by World Trade Center Utah and the Export-Import (Ex-Im) Bank of the United States. Troy Fuhrman, Ex-Im Bank senior vice president and general counsel, will lead a discussion with local Utah exporters to highlight how Ex-Im can equip Utah exporters of all sizes to compete in the global marketplace and win overseas sales. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free. Details are at wtcutah.com.

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

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

March 7

ACG Utah 2018 Intermountain Growth Conference, featuring the DealSource Lounge and ACG Capital Connection, a Utah Chapter of the Association for

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Not too late to start 2018 with a business checkup

Making predictions is never easy, especially for small-business owners and managers. Unlike their larger counterparts, small firms rarely have the resources to monitor and take corrective action for every new trend and issue. Even entrepreneurs who've experienced numerous business cycles face new circumstances that confound their instincts and knowledge.

While there's no crystal ball that accurately predicts the future, small-business owners and managers can take steps to help their enterprises endure the worst of times and take advantage of the best of times. Perform a small-business health checkup to determine if your company is ready for the coming year.

First, talk to your banker about your company's financial status. Lenders offer experience in advising managers and owners on issues specific to their businesses and industries. Have them review your year-end financial statements and offer an honest appraisal. Talk about establishing a line of credit, which could stabilize your cash flow position in 2018.

Second, strengthen relationships with creditors. It could be time to renegotiate terms or change payment amounts on overdue bills. Overdue bills and inconsistent payment practices won't help your long-term credit position. What's more, your creditors could be experiencing financial difficulties as well. Any flexibility will hinge on whether they perceive you as a reliable partner or a risk they want to eliminate.

Next, keep a close watch on your receivables. Review who owes your company money and make sure they're meeting terms. Be firm when dealing with problem accounts, but also remain willing to negotiate when appropriate. With a little encouragement, a struggling customer could

become a long-term source of income. The longer an account receivable ages, the harder it becomes to collect on that debt.

Fourth, make sure all expenditures are justified and contribute to the financial health of your business. You might find it necessary to redirect money to areas that will enhance business performance. If you carry an inventory of products, check the accuracy of your records and procedures to prevent losses. It could be helpful to adjust your order amounts to match projected sales. Now is the time to review management and employee expenses to determine if they're justified and meet the mission of your business.

Fifth, review your operations and expenses on a regular basis. If you monitor your profitability on a monthly basis, it might be a good idea to begin reviewing it on a weekly or bi-weekly basis during slow economic times. Likewise, review and update your business plan more frequently. Monthly or quarterly reviews make it easier to make adjustments and keep your business on track.

Finally, step up your marketing efforts. Many business owners mistakenly see marketing as a luxury when money is tight. In actuality, this is the time when increased marketing could be needed. Along with reassuring current customers you're still there to serve them, marketing can help you reach new consumers who will grow your business now and into the future.

For more information on SBA's finance and business training programs, please visit www.sba.gov and remember to follow us on Twitter @SBARockymtn.

Daniel Nordberg is the SBA's Region VIII administrator based in Denver. He oversees the agency's programs and services in Colorado, Montana, Utah, North Dakota, South Dakota and Wyoming.



DANIEL NORDBERG

GRAHAM

from page 4

games with customers destroys buyer confidence and can have long-term negative consequences. No one wants to be played for a fool.

"If you can get a better deal, take it." This sounds as if a salesperson is daring the customer to find a better price. Not so. In reality, the purpose is to get the customer to back down, to give up and capitulate — and buy now.

Today's savvy customers don't take the bait. Instead, they take the advice, track down a better deal — and take it.

So, what? Thoughtful salespeople and marketers are aware of the words they use with customers. Do they send the right message? Are they helpful in closing more sales? Or, are they repeated endlessly without thought or meaning?

John Graham of GrahamComm is a marketing and sales strategy consultant and business writer.



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Opinion

Note to elected officials: Debt and deficits aren't good; they're expensive

We are not in a full-scale war. We are not in a recession or fighting a high unemployment rate. But the federal government is spending as if we were a teenager with a parent's credit card. Trillion-dollar deficits are coming back soon, so this is the perfect moment to start talking about government austerity.

According to the Congressional Budget Office, even before taking under consideration the budget impact of the Tax Cuts and Jobs Act and the added spending from the budget deals, we are about three years away from the next \$1 trillion deficit. Also, this year, the Department of the Treasury will inevitably have to borrow hundreds of billions of dollars to pile on top of our already eye-popping \$20.6 trillion of gross debt, which is public debt plus the debt the federal government owes to other accounts, such as Social Security. That's over 100 percent of our gross domestic product. It will also have to request yet another increase to its borrowing limit.

Strikingly, President Donald Trump made zero mention of the debt or the grow-

ing deficits during his State of the Union address. However, he didn't fail to ask for new spending on infrastructure, another job training program to be added to the dozens of existing and inefficient ones, immigration enforcement and a wall on the southern border. And he asked for more defense spending than he is currently allowed to have.

There was no mention of how we would pay for all of that stuff — and he even mentioned more tax cuts. (Obamacare taxes, I am looking at you.) For those reasons, it's high time to ask that this administration and Congress make the federal budget lean again.

At this point, many of you may think I am delusional. Indeed, a look at budget numbers reveals that when Republicans are in control of Congress and the White House, special interests that feed at the teat of government have nothing to fear. Government continues to grow. You get some tax cuts and a few military operations, but no spending cuts or reforms to the entitlement state. In fact, you may get a new entitlement program, such as Medicare Part D or paid family leave.

Nonetheless, it is worth trying to fight for fiscal responsibility by reminding elected officials that debt and deficits aren't good. They're expensive. They slow the economy over time. They make it more difficult to respond to true emergencies. And they make it likelier that tax cuts will be undone in the future. They are also unfair to the future generations that will pay for them with lower growth, fewer jobs and higher taxes.

The great news is that if lawmakers decided to do the right thing, we would know what to do. There is not only a large amount of literature but also a consensus among economists about what fiscal adjustment packages are the most effective at reducing the debt-to-GDP ratio with the lowest level of short-term costs.

First, based on past experiences in developing countries, we know that spending-based adjustments are more successful than tax-based adjustments at reducing the debt-to-GDP ratio. They also last longer.

Second, consolidations based on spending cuts are more effective if they focus on reforming entitlement programs. Spending-based adjustments, unlike tax-based ones, also lead to long-term growth.

Third, spending-based packages can sometimes encourage economic growth in the short term. Tax-based ones never do. Even the International Monetary Fund recognizes in its research that when spending-based adjustments impose a short-term slowdown, the declines in consumption and GDP are three or four times smaller than tax-based fiscal consolidations. These findings were confirmed in a recent paper by Harvard economist Alberto Alesina and his co-authors.

Now, the more depressing part of this body of research is that a vast majority of the fiscal adjustment experiences end up as failures because politicians choose to raise taxes rather than cut spending. Maybe that's because they continue to be more committed to the special interests benefiting from the government programs — e.g., seniors — than to the long-term health of their country.

Whom are American politicians loyal to? Let's hope they decide to pick fiscal sustainability over special interests.

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

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VERONIQUE de RUGY

S. Korea most successful country in the world? We helped them get there

As the world's attention turns briefly away from Donald Trump and toward the Winter Olympics in Pyeongchang, it's worth focusing not just on the sports, but on this year's host country. South Korea is, in some senses, the most successful nation in the world and its success provides some crucial lessons.

First, the economics — South Korea is in a league of its own. In his 2012 book *Breakout Nations*, Ruchir Sharma observed that only two economies had grown at an average annual rate of more than 5 percent for five decades in a row — South Korea and Taiwan. Sharma noted that South Korea's trajectory is perhaps even more impressive because, unlike Taiwan — which is still rooted in low-cost manufacturing and assembly — South Korea has been able to move into the post-industrial economy with ease, entering industries like consumer electronics, biotech and robotics. Seoul is also an entertainment powerhouse, providing much of the best music and television for East Asia. Sharma awarded it the "gold medal" among breakout nations.

The achievement is all the more impressive when you consider where it started. Half a century ago, South Korea was one of the poorest countries on the planet and nobody would have predicted that it would conjure up an economic miracle. In 1960, its per capita GDP was \$158, slightly less than Ghana's. Today it is over \$27,000 — almost 20 times that of Ghana. But poverty only begins to describe South Korea's woes as it emerged from the Korean War.

The country had no natural resources, no geographic advantages, a largely illiterate population and a physical infrastructure that had been battered during the war. It faced the menace of North Korea, then staunchly supported by the world's other superpower, the Soviet Union, and China, which had sent millions of soldiers to conquer it in the Korean War.

In addition to its economic boom, however, South Korea has also undergone a political transformation. It spent its first decades under a series of repressive dictatorships. By the 1980s, that system began to crack as the Korean people demanded change. The transition to liberal democracy was rocky, as it is everywhere, but South Korea pulled it off. In fact, South Korea has had more genuine alternations in political power than Japan, which remains essentially a one-party democracy. Moreover, in recent years, South Korea has held accountable both its elected president and the owners of its largest company, impressive actions even when compared to more established democracies in the West.

Achievement is about not just where you are, but where you came from, the distance traveled. And by that definition, surely South Korea is the most successful country in the world.

People might be inclined to conclude from all this that Koreans are simply innately talented. In fact, the case of South Korea disproves this notion. Just across the 38th parallel live millions of North Kore-

ans, ethnically indistinguishable from their neighbors to the south. Yet North Korea is a disaster, one of the world's least successful economies and most repressive political systems. South Korea's success is about having the right kind of policies, which the World Bank once concluded were a basic support for markets and trade as well as a large investment in education and infrastructure.

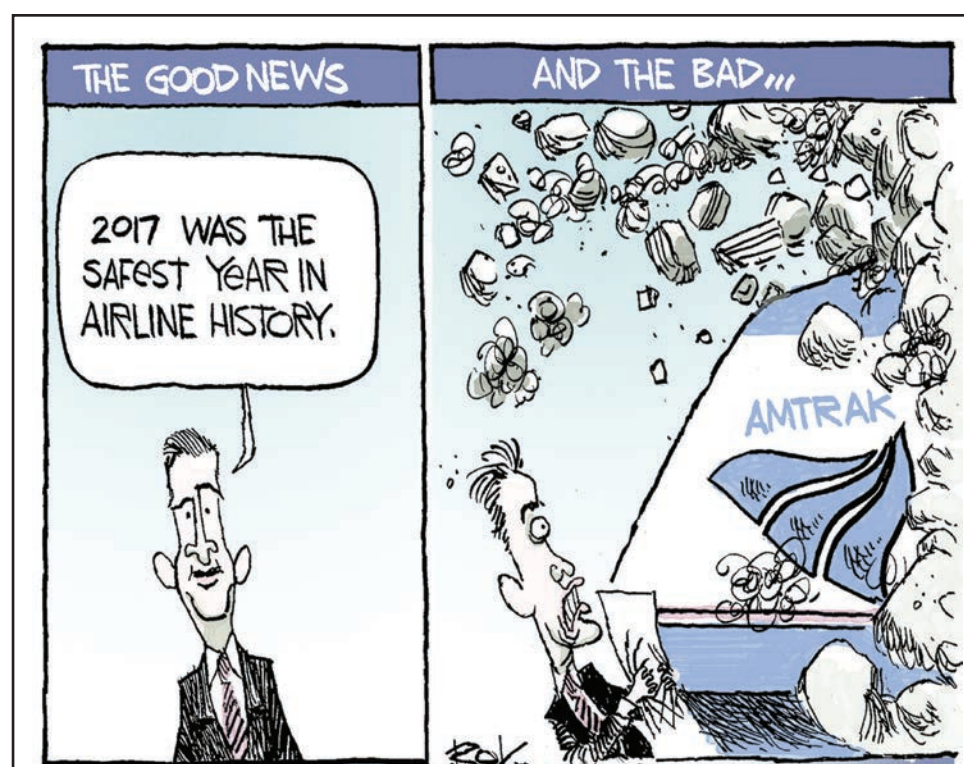
I would add one other major factor to explain South Korea's success — America. The United States shielded and supported South Korea from its infancy, when it was a basket-case economy and a fragile coun-

try threatened by its neighbors. Americans went to war to defend this small nation, halfway across the world, and has maintained its defense commitment and troop presence there for six decades. Washington lavished financial resources on it as well. According to a South Korean think tank, the United States poured \$60 billion in aid and loans into South Korea from 1946 to 1978, close to the amount it spent on the entire continent of Africa during the same period.

see ZAKARIA next page



FAREED ZAKARIA



Opinion

Finally, a very small light at the end of the healthcare tunnel

“The ballooning cost of healthcare acts as a hungry tapeworm on the American economy,” said Berkshire Hathaway chief Warren Buffett, recently. Along with Jeff Bezos of Amazon and Jamie Dimon of JPMorganChase, the three have vowed to cut the cost of providing healthcare to their employees. They have yet to provide any details on how they are going to do it, but I believe they can easily reduce their healthcare costs by at least 30 percent.

Six years ago, I started a non-profit, The Forgotten Electorate, to accomplish substantial healthcare cost reductions for Utah small-business employers. Our business model was simple: A group of small-business employers would hire its own primary-care doctors, set up primary-care clinics, contract with a major healthcare system hospital for major procedures, buy pharmaceuticals in bulk and re-insure for catastrophic events.

The Forgotten Electorate began to recruit small-business members and entered into contract negotiations with a major healthcare hospital in Salt Lake City. Things were progressing nicely until we ran into two major difficulties. The major healthcare hospital really didn't want our business and the small-business employers were afraid to

upset the apple cart when it came to their employees' healthcare. The Forgotten Electorate then faded away.

Messieurs Buffett, Bezos and Dimon will not run into these two difficulties with one small tweak to the above business plan. Rather than contract with a major healthcare system, they should start their own major healthcare system. The Veterans Administration provides healthcare to 9 million veterans and has hospitals all over the place. Buffett, Bezos and Dimon have 1.1 million employees and should easily be able to attract other big businesses to join the venture. One call to Doug McMillon, president of Walmart, signs up an additional 1.4 million employees.

Regarding the second difficulty that I encountered, that of the small-business owners not wanting to upset the healthcare apple cart when it comes to their employees, Buffett, Bezos and Dimon have already decided to enroll their employees in the program and I believe that small-business employees will go along happily.

Yes, we would eliminate a lot of non-productive healthcare jobs, but that's what capitalism is all about. The displaced employees could easily be trained to provide

healthcare to other employees or work for other employers in the same positions that they have now. There is not a lot of difference between a receptionist job description for a plumber or for a receptionist at a hospital.

A powerful incentive for both large and small businesses to follow this business plan is the competition that it would bring to the healthcare industry. Statistics could be developed and published by the media to compare not only the financial ratios, but also the quality of care and access. How would you like to be the head bureaucrat of Medicaid and every day have to compare your job performance to that of private industry?

The advancements of technology have made the business model a piece of cake. All appointments could be scheduled through a centralized call center. Doctors could enter the prescriptions that their patients need online. The meds would then be processed and delivered from an automated prescription drug warehouse. A panel of physicians could develop quality-care matrices which could be entered into the system by scanning barcodes and artificial intelligence algorithms would alert management when there are any discrepancies.

There is one other consideration: Other nations and businesses, both large and

small, just might come to the same conclusion. China has a whole bunch of very intelligent people and would jump at the chance to get a competitive edge over American companies.

Berkshire Hathaway, Amazon and JPMorgan Chase have shown the way and it's time for Utah's small business to join them in this exciting new venture.

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




ROBERT PEMBROKE

ZAKARIA from previous page

We are in times when Americans on both sides of the aisle are weary of engaging with the world, dubious about maintaining troops in foreign countries and convinced that foreign aid is a waste of money. Over these few weeks, as they watch the glittering games in Pyeongchang, they might want to think about how far South Korea has come — and take some small pride in having helped it get there.

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

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NAFTA

from page 1

billion and exports to Mexico totaled about \$740 million that year.

Speaking at VentureCapital.org's Investors Choice Conference in Salt Lake City, North noted that trade with Mexico and Canada supports 14 million U.S. jobs.

"Ten percent of the jobs in this country are based on NAFTA trade, and I really hope that that NAFTA agreement continues on," North said. "It would be, I think, a pretty big impact on us. It would be devastating to Mexico and Canada. Sure, we could make tweaks around the edges, but I really want that to keep going."

North said it is true that American jobs are destroyed whenever a U.S. company moves a plant to Mexico, but the net effect is more than offset by jobs created when U.S. companies are opened to new markets, and consumers ultimately see better prices and choices for goods, he said.

The economic analysis prepared for Business Roundtable by Trade Partnership Worldwide LLC indicates that terminating NAFTA and re-imposing tariffs on exports and imports eliminated by the agreement would result in the loss of 1.8 million U.S. jobs.

The 50-state analysis indicates that Utah exports to Canada and Mexico would drop 17 percent if the U.S. withdraws from NAFTA. It projects a \$271 million decline in Utah exports to Canada

and a \$216 million drop in Utah exports to Mexico.

"By raising the costs of Utah exports and imports, a U.S. withdrawal from NAFTA would make Utah businesses and farmers less competitive, resulting in losses of jobs and production in the state and exports from the state to Canada and Mexico," the report states.

NAFTA termination would cause Utah business production to decline \$1.1 billion, the report states. Vulnerable Utah export sectors, it says, include auto parts, \$90 million; travel services, \$33 million; miscellaneous foods, \$31 million; meat products, \$27 million; nonferrous metal products, \$20 million; and motor vehicle bodies and trailers, \$20 million.

Vulnerable Utah export products include vehicle safety airbags, \$20 million; food preparations, \$17 million; and textile fabrics impregnated with plastics, \$8.4 million.

Nationally, in addition to the 1.8 million jobs, a NAFTA withdrawal would result in a 17 percent drop in exports to Canada and Mexico and a \$119 billion decline in production, according to the report. U.S. exports to Canada would slip by \$48.3 billion and to Mexico by \$42.4 billion.

Vulnerable export sectors nationally include auto parts, motor vehicles, travel services, meat products, oilseeds and grains, and computer equipment. Vulnerable export products are passenger vehicles, corn and soybeans.

The Business Roundtable re-

port is available at BRT.org/nafta-facts.

Meanwhile, the Utah Farm Bureau issued a list of "Issues to Watch For in 2018," including trade matters among national issues.

"As modernization of the North American Free Trade Agreement, or NAFTA 2.0, continues, concern from the agricultural community over a potential NAFTA withdrawal has intensified," it said. "NAFTA supporters point toward the tens of billions of dollars in U.S. agricultural exports delivered to our NAFTA partners each year or point out that exports to Mexico and Canada represent 30 percent of all U.S. agricultural exports. Put simply, Mexico and Canada are among our top three export markets."

"Total withdrawal from NAFTA would make U.S. farmers and ranchers less competitive in our top export markets — and could result in billions of dollars of agricultural products accumulating in inventories — further weakening the U.S. farm economy. The integration of the North American agricultural market that has occurred over the last quarter century is at risk."

Last September, the Salt Lake Chamber has joined forces with visiting counterparts from Mexico to sign an agreement to show support for protecting existing free trade agreements, including NAFTA, between the U.S. and Mexico. Speakers said NAFTA needs to be updated but should remain in place.

Last March, Derek Miller, president and chief executive officer of the World Trade Center Utah, told a crowd in Salt Lake City that he too liked the idea of

altering — but keeping — NAFTA. One reason he cited was that Utah saw exports to Mexico rise from \$250 million to \$741 million over a decade.

CPI

from page 1

has led to significant job growth within the state," said Scott Anderson, Zions Bank president and CEO. "As Utah businesses continue to expand, Utahns will continue to see labor wage growth, which will help to combat statewide cost of living increases."

Although prices in most sectors of the economy remained relatively unchanged from December, in addition to housing, Utah saw slight price increases in the following sectors:

- Transportation prices increased 2 percent as car insurance rates increased significantly in January.

- Utilities prices increased 0.8 percent in January as propane and fuel prices increased slightly.

Price increases were largely offset by price decreases in the following sectors:

- Medical care prices decreased 2 percent as prices for prescription drugs decreased slightly in January.

- Prices for other goods and services decreased 0.5 percent as hygiene product prices decreased slightly.

"Economic growth within the housing sector is a result of Utah's robust economy," said Randy Shumway, chairman and partner at Cicero Group, which does data collection and analysis for the CPI. "As housing demand has exceeded supply, we have seen price growth in the sector. Over the long term, continued population and job growth will continue to drive residential construction, which has an overall growth effect on the statewide economy."

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EARNINGS

from page 7

shareholders of \$1.3 million, or 23 cents per share, for the fiscal second quarter ended Dec. 31. That compares with a loss of \$560,000, or 19 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$18.1 million, up from \$8.7 million in the year-earlier quarter. The sales increase was attributed to the company's acquisitions of Hausmann and Bird & Cronin in the past year.

"With the acquisitions of Hausmann and Bird & Cronin, we more than doubled our sales over the prior year's quarter," Kelvyn H. Cullimore Jr., chief executive officer, said in announcing the results. "The integrations of both Hausmann and Bird & Cronin have gone smoothly, as we expected, and are generating positive cash flow for the consolidated operations."

Instructure

Instructure Inc., based in Salt Lake City, reported a net loss of \$11.7 million, or 39 cents per share, for the fourth quarter ended Dec. 31. That compares with a loss of \$12.9 million, or 46 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$43.8 million, up from \$31.5 million in the year-earlier quarter.

For the full year 2017, the company reported a net loss of \$49.8 million, or \$1.69 per share, which compares with a loss of \$53.6 million, or \$1.92 per share, for 2016.

The company reported 2017 revenue of \$158.8 million, up from \$110.9 million in 2016.

Instructure is a software-as-a-service technology company.

"We had a strong finish to 2017, delivering 39 percent revenue growth in the fourth quarter and 43 percent growth for the year," Josh Coates, chief executive officer, said in announcing the results.

"During the year we further drove innovation with the introduction of new modules for both Canvas and Bridge. Additionally, we made our first product acquisition, Practice, a video microlearning solution that makes it easy to learn and improve through assessment and coaching. We are excited about the tremendous opportunities we see in the education and corporate learning markets in 2018 and beyond."

Goldenwest

Goldenwest Federal Credit

Union, based in Ogden, reported several financial statistics for 2017.

They include consumer loans growing by \$172.7 million, for a 19.8 percent annual increase; total assets growing by \$173.2 million to \$1.42 billion; return on assets posting at 1.31 percent and \$17.6 million in net income; net capital ratio increasing to 14.1 of assets in reserve, and delinquency remaining low at 0.24 percent and net-charge-offs at 0.38 percent.

Net membership grew by 12.7 percent to 127,840. New branch locations opened in West Jordan and Marriott-Slaterville and existing branches were relocated in Providence and Centerville. Members collectively earned \$1.75 million with a year-end bonus dividend.

Goldenwest is a not-for-profit financial cooperative.

"Last year, Goldenwest reached new levels of financial achievement with strong performances in our defined strategic initiatives," Kerry H. Wahlen, president and chief executive officer, said in announcing the results. "The success of the credit union has resulted in attracting new members, providing a greater diversification of products, improving the user experience, and increasing accessibility to services."

CALENDAR

from page 10

Corporate Growth (ACG) event. Conference is an opportunity for industry professionals to meet and learn from one another, discover the latest tools that promote growth, and learn techniques to overcome challenges. Keynote speaker is Dan Clark, CEO of a consulting firm and best-selling author. Location is Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$1,395 for private equity groups, \$995 for intermediaries, \$325 for ACG members, \$375 for nonmembers, \$250 for March 8 ACG Western Ski Conference in Park City only. Details are at acg.org/utah.

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

Early B.I.R.D. Business Primer, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

March 7, 1-2 p.m.

2018 Spring Presidential Lecture, a Utah Valley University event. Speaker Hugh Herr, MIT professor, rock climber, double amputee, bionic innovator and leader of MIT's biomechatronics research group,

will discuss "The New Era of Extreme Bionics." Location is UVU Classroom Building Lecture Hall (CB 101A-B), Orem. Free, and open to the public. Details are at <https://www.uvu.edu/president/presidentiallecture/>.

March 7, 3-4:30 p.m.

"Jump Start: Intro to Entrepreneurship," a Salt Lake Chamber seminar taught by Deb Bilbao, business consultant at the Women's Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

March 8, 8 a.m.-3:30 p.m.

"Workforce Planning: Your Roadmap to the Future," an Employers Council event on how to assess future human capital needs for a workforce plan. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at employerscouncil.org.

March 8, 3-5 p.m.

"International Women's Day Celebration: Exporting Ideas Abroad," presented by the Women's Business Center and

World Trade Center Utah and featuring a panel discussion on how to take products to international markets. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$25. Details are at slchamber.com.

March 8, 5:30-6:30 p.m.

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

March 8, 6:30-8:30 p.m.

Small Business Roundtable, presented by the Salt Lake County Library in partnership with Salt Lake SCORE. Workshop will include information about digital tools and apps for business success. Location is Sandy Library, 10100 S. Petunia Way, Sandy. Free. Details are at sandychamber.com.

March 9, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Carly Percy, Miss Rodeo Utah 2018, will discuss her promotion and education of the western lifestyle. Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to the public. Details are at murraychamber.org.

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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.

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WELLNESS & PREVENTION

Our care managers can assist you to stay healthy and actively engaged in your healthcare decisions and needs. We will support you in lifestyle changes that lead to an increased quality of life.

UTILIZATION REVIEW

Our physicians and nurses review provider requested healthcare services to assure that together with the treating provider we are supporting the highest quality of care in an efficient manner.

U BABY & WOMEN'S HEALTH

Are you pregnant? Possible high risk? Concerns or questions, we can help.

PEDIATRIC & ADULT

Whether you need to establish a primary care physician or you have more complex conditions, we can help. We want to help in keeping you as healthy as possible.

DISEASE MANAGEMENT

If you have asthma, diabetes, or heart conditions, our team will help with education, care coordination and inform you of community classes and resources.

INPATIENT TRANSITIONS

If you are in the hospital our nurses can assist you with a safe discharge, will answer questions about your medications and schedule a follow up appointment with your provider.

RESOURCES

We believe in the power of collaboration and understand the importance of partnering with our community. Our nurses will help you partner with other care providers and support systems.

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