

## OF NOTE



### America's favorite

Based on 10 years of sales data and a nationwide survey, the experts at CandyStore.com now know what flavors of jelly beans we like the best. In Utah, it's cherry, but that isn't true across the country. Buttered popcorn replaced black licorice as the top dog nationally in 2018.

### Industry News Briefs pages 6-7

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## Companies bringing 170 jobs to Ogden's airport business park

**Brice Wallace**  
*The Enterprise*

A pair of companies will expand their operations at the Ogden Hinckley Airport over the next few years, creating a combined 170 jobs.

Borsight, which will add 95 jobs, and a2b Fulfillment Inc., adding 75, were among three companies approved for tax credit incentives this month by the Governor's Office of Economic Development (GOED) board. Centrifly, based in California, also was approved for an incentive,

and is tied to creating 200 jobs in Utah.

Borsight, involved in modernizing the avionics and mission systems of large military aircraft such as the C-130, will create the 95 jobs over seven years, with the jobs paying an average of \$109,000. The \$6.3 million project will involve doubling the company's footprint at the airport by duplicating its existing hangar facility. The new space will be large enough to handle the U.S. Air Force's KC-135 aerial refueling aircraft and commercial Boeing 737s, the company said.

**see INCENTIVES pg. 4**



*FireFly Automatrix Inc. of North Salt Lake demonstrates its M220 mower, an unmanned self-propelled, hybrid turf mower driven by controls and software developed by Autonomous Solutions Inc. of Mendon. The vehicle was introduced and demonstrated in February at the Turfgrass Producers International Conference in Tucson, Arizona.*

## ASI 'disrupting' ag industry with its unmanned farming vehicles

**John Rogers**  
*The Enterprise*

Autonomous Solutions Inc. (ASI), a developer of unmanned vehicle systems, software and components based in the tiny Cache County town of Mendon, has made a big splash in two industries with the deployment of its technology. ASI-driven vehicles are being tested in California agriculture fields and sod farms in Utah.

ASI technology will be used in two pilot programs with large scale commercial growers in California. A partnership

agreement has been announced between ASI, New Holland Agriculture and E. & J. Gallo Winery, the largest family-owned winery in the world, to operate the autonomous vehicles in their vineyard operations. Similarly, there has also been a partnership announced between ASI, Case IH and Campbell Soup Co.'s Bolthouse Farms, one of North America's largest vegetable growers.

ASI has also partnered with FireFly Automatrix of North Salt Lake to disrupt the turf farming industry with its M220 Self-

**see ASI page 15**

## Housing joins gas prices to fuel CPI hike

The Zions Bank Wasatch Front Consumer Price Index (CPI) jumped 0.5 percent from January to February, its largest increase since last April when it also rose a half-point. The change was driven primarily by housing and transportation cost hikes.

In the past year, the CPI has grown 3.6 percent, while the National Consumer Price index has increased 2.2 percent in the same period.

Rising prices within the transportation and housing sectors are causing the majority of the increase in the overall cost of living statewide. Rises in transportation costs — namely increases in automobile insurance rates and rising gas prices — have caused nearly 50 percent of the overall year-over-year cost-of-living increase, while increases in apartment rental rates have caused more than 30 percent of the increase in the same period.

Both grocery and restaurant prices have also seen an uptick, with groceries prices increasing 0.7 percent in February, while average restaurant prices along the Wasatch Front have increased 4.9 percent over the past 12-month period. In total, the housing, food and transportation categories make up nearly 70 percent of the average Utah's monthly expenditures.

Although Utah has seen year-over-year price increases above 3 percent since May of last year, economists across the nation think favorably about the economic future of the Beehive State. According to *Forbes'* yearly Best States for Business ranking, Utah's economy was ranked third nationwide in 2017, trailing only North Carolina and Texas. Utah's labor supply, business-friendly regulatory environment, overall economic climate and growth prospects all contributed to the economy's national recognition as one of the country's top states in which do business.

"Utah's labor force has been nationally recognized as one of the fastest-growing labor pools nationwide," said Scott Andersen, president and CEO of Zions Bank. "More workers within the economy are a sign of economic growth and represent a benefit to employers, who will have a larger talent pool to draw from."

Although transportation and housing prices were the main drivers of the rise in the cost of living statewide, the following sectors also witnessed price increases in February:

**see CPI page 15**



## Merrill named Small Business Person of the Year

**Maker of FatBoy ice cream sandwich will be honored by SBA at April ceremonies in Washington, D.C.**

Paul Casper Merrill, CEO and president of Casper's Ice Cream Inc. of Richmond, has been named by the Small Business Administration as its 2018 Small Business Person of the Year for Utah. Merrill is the grandson of the company's founder, Casper Merrill. He has been invited to attend ceremonies in Washington, D.C., in April where the SBA's National Small Business Person of the Year will be named.

Casper's has been in business since July 4, 1925. Today, it sells its ice cream treats in all 50 states and the company estimates that more than 53 million of the company's signature product, the FatBoy ice cream sandwich, are consumed each year.

Paul Merrill is the third generation of the family running Casper's and recently presided over the opening of the company's new 75,000-square-foot manufacturing facility in Rich-



*Utah Small Business Person of the Year Paul Merrill poses near the production line of his family's Casper's Ice Cream Inc. factory in Richmond.*

mond, a Cache County community of about 2,600. At the grand opening, he told the *Logan Daily Herald* that ice cream is still the family's favorite treat. "It's got that dairy value to it," he said. "And then, you know, ice cream has just always been an enjoyable treat, a comfort food."

The new plant quadrupled the company's capacity to produce products, including the signature FatBoy. Before the new facility opened, 300,000 products were produced per day, according to company officials. But now, 1 million products per day are being be-

churned out.

SBA Administrator Linda McMahon announced the Small Business Person of the Year winners for each of the 50 states last week. "It is my honor and distinct pleasure to announce the 52 winners from across the U.S. and Puerto Rico," she said. "These small-business owners define entrepreneurial spirit and best represent the 30 million small businesses that are the backbone and economic engine of our economy. I look forward to welcoming the winners to Washington next month when they are officially honored for their achievements."

## Shops at Fort Union Sold

CCA Acquisition Co. LLC of Los Angeles, an affiliate of Kornwasser Shopping Center Properties LLC, has purchased The Shops at Fort Union, a 689,000-square-foot shopping center in Midvale. The 60-acre development sold for \$142 million, according to Ben Brown of Mountain West Commercial Real Estate, who represented the buyer. Pete Bethea of NKF Capital Markets represented Blackstone-ShopCore, the previous owner.

Built in 1989, the shopping center has about 70 tenants, including Walmart, Smith's and national retailers such as Bed, Bath & Beyond, Dick's, DSW and Ross. Some of the local retailers in the center are Sweet Tooth Fairy, Waffle Love and Midvale Modern Dentist.


"CCA will continue its proven business plan of working with tenants and the community to increase value by responding to market-driven demand," said Brown. He said the new owners planned to transform "the property into a place to spend time in addition to a place to shop."


Kornwasser President Steven Usdan said the Fort Union center was attractive because of its location, within 20 minutes of the airport, downtown and the four Cottonwood Canyons ski resorts. He also cited the demographics of the mid-valley site, with its strong retail sales and limited competition.

Kornwasser has more than two dozen shopping centers in Arizona, California, Idaho, Washington and Oregon, as well as a share in University Crossing Shopping Center in Orem. The company also developed Oquirrh Mountain Marketplace, an 18-acre shopping center in South Jordan.

In October, Blackstone-ShopCore sold Red Rock Commons, a 134,000-square-foot retail center in St. George, for \$33.2 million. It was purchased by Pacific Castle of Irvine, California.

Brown said the sale of The Shops at Fort Union reflects the presence of Utah's strong commercial retail market, which could see his company experience sales of more than \$600 million this year.






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# Biskupski asks Herbert for help on inland port - even after he signs the bill

**Brice Wallace**  
*The Enterprise*

Having struck out at the Legislature, Salt Lake City's mayor has turned to the executive branch of state government to get relief from an inland port bill.

Jackie Biskupski was scheduled to meet last week with Gov. Gary Herbert about SB234, passed during the recent general legislative session and creating the Utah Inland Port authority to oversee development of Northwest Quadrant property west of Salt Lake

City International Airport. The mayor and city council members have criticized the bill, saying it "usurps local control and undercuts the city's land use authority."

In a news release before meeting with the governor, Biskupski said the meeting was designed to "create a true partnership with the state on the Inland Port Authority." The meeting occurred before *The Enterprise's* press time. Last week, Biskupski urged residents to ask Herbert to veto the bill, but he had indicated he would sign it.

"Gov. Herbert's call is a

positive development," Biskupski said of the governor's call to arrange the meeting. "The city is eager to create a path forward and return to working with the state in good faith."

Sponsored by Sen. Jerry W. Stevenson, R-Layton, SB234 creates the inland port authority, establishes a board to govern the authority, and empowers the authority to establish an inland port and a foreign trade zone in an area that includes the Northwest Quadrant, an area that city officials had its own plans to develop. Biskupski was wary of the bill before it was introduced and critical after it was.

The bill was altered a few times during the legislative session, including shrinking the size of the authority property to 20,000 acres. The original version also had nine voting members, including two board members appointed by the Salt Lake City mayor and one appointed by the Salt Lake City Council. The final version has 11 voting members, retaining the council appointment and including the chair of the airport advisory board.

Biskupski derided the bill's "unelected governing board" empowered to "take up to 100 percent of new property tax revenues that

could be spent on anything and anywhere, including outside of Salt Lake City boundaries."

The mayor said the board could take control of \$360 million in new property tax revenues from Salt Lake City, \$581 million from the Salt Lake City School District and \$84 million from Salt Lake City libraries. The total of \$1.424 billion is at stake if all taxing entities are included, she said.

Before meeting with Herbert, Biskupski said in a radio interview that one option would be to have the city contract with the state on the inland port. She also hinted that the city could file a lawsuit.

## WVC's Alphacorp aquired

Alphacorp, a West Valley City-based provider of security and fire and life safety systems, has been acquired by Convergent Technologies. Alphacorp was founded in 1992 and employs 60 in its Utah and Idaho operations.

Convergent is a worldwide provider of service based integration systems and is based in Schaumburg, Illinois.

"After many years of teaming up with Convergent, we have found that we share many of the same key organizational values," said Mike Painter, president of Alphacorp. "Combining our resources will allow us to provide more comprehensive services to our customers and offer our colleagues exciting avenues for renewed growth. These new opportunities drove our decision to join the Convergent team."

With its Utah location, Alphacorp will expand Convergent's geographic coverage within Utah, Idaho and Wyoming. All of the Alphacorp employees will be joining Convergent, including

a team in Boise that will deepen Convergent's presence in the local region. Alphacorp brings Convergent strong experience in sophisticated systems integration, especially within the healthcare vertical market, the company said in a release.

"Today we welcome Mike Painter and our new Alphacorp colleagues to the Convergent family," said Dan Mocerri, executive chairman and co-founder of Convergent Technologies. "Alphacorp brings a strong service-based culture and the ability to support complex solutions to our combined customers. The deep expertise of their colleagues will be a valuable addition to Convergent nation."

Convergent Technologies was founded in 2001 and has experienced strong and consistent growth both organically and through acquisition. With 15 acquisitions in the past two years, Convergent has continually sought to expand its service offering in order to seamlessly meet the needs of its customers, the company said.

## Clyde buys Denver-based general contractor

Orem-based W.W. Clyde & Co., a general contractor and civil construction company, has announced its acquisition of Scott Contracting Inc. of Denver. Scott is a general contractor that specializes in construction management and general contracting of earthwork, utility projects, concrete structures, concrete paving and other infrastructure projects for public and private sector customers.

The acquisition will amplify both companies' ability to complete civil construction projects in the Colorado market, Clyde said in a press release. With more than 25 years of operations in Colorado, Scott is a well-respected, quality-driven organization with a reputation for customer satisfaction and safety, Clyde's statement said.

"The reputation of excellence is what makes Scott Contracting a great match for W.W. Clyde," said Jeff Clyde, president of the company. "Adding Scott Contracting to our portfolio is a natu-

ral and fitting step in our growth. We admire their core values, commitment to safety, and caliber of customer satisfaction."

Lon Schumacher, founder and CEO of Scott, will continue with the company as general manager. "For more than 25 years our employees have helped make Scott Contracting one of Colorado's best general contractors," said Schumacher. "We are pleased to be joining the W.W. Clyde team as part of our strategy to grow our company and strengthen our legacy of community building."

Starting this month, Scott will be a wholly owned subsidiary of W.W. Clyde & Co. and will continue to operate as Scott Contracting Inc. Its employees will continue in their existing roles.

W.W. Clyde & Co., a subsidiary of Clyde Cos. Inc., provides construction services throughout the Intermountain West and Hawaii for both public and private sector customers. Founded in 1926, W.W. Clyde & Co. special-

izes in difficult construction projects that often require work in rough conditions or environmentally sensitive locations, the company said.

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## INCENTIVES

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Based in Ogden, Borsight has been a prime contractor for the Air Force and NATO. It has employees in four states and representatives in three foreign countries.

“GOED’s commitment to Borsight will be fantastic for all of Weber County,” Martin O’Loughlin, a Borsight executive, said in a prepared statement. “We are grateful to GOED for helping to make this possible. Our leadership team, and the leaders from Ogden City who helped make this possible, all strongly believe that Borsight’s significant investment in new facilities will attract other aviation companies to the area.

“Building on this scale assures other aerospace firms that the Ogden aerospace-industrial sector is the right place to be. They grow more confident that their own relocation to Ogden will be a profitable move. So, this incentive is more powerful than just helping to create 95 new jobs; it has the potential for revitalizing the entire aviation ecosystem at the airport.”

Terrence Bride, business development division manager for Ogden, said Borsight is important to the city’s plans for aerospace recruitment and expansion.

“We are developing a new airport business park, and in that area of the airport, we are supporting Borsight with the expansion that they have already made,” Bride told the GOED board. “We have made significant investments into infrastructure there and we plan to make significant additional investments in infrastructure at the airport itself. ... We intend to continue work in freight development and commercial air service and, of course, supporting our general aviation at the Ogden airport, so you’ll see some good things in the next few years.”

The company’s tax credit incentive is for up to \$825,008. Over seven years, the project is expected to pay wages of \$33.3 million and generate new state tax revenue of \$4.1 million.

“Borsight’s existing facility is the largest facility at the Ogden airport, and due to some new government contracts, the company is on the cusp of doubling revenues,” Val Hale, GOED executive director, said in a prepared statement. “We’re looking forward to their success and are happy to be a part of their continued growth and expansion.”

“Northern Utah continues to be a hotbed for aerospace innovation,” said Theresa Foxley, president and chief executive officer of the Economic Development Corporation of Utah. “We are proud to see a Utah company growing at home.”

A2b Fulfillment will create 75 jobs over five years, with the jobs

paying an average of \$55,000.

Based in Georgia, the company provides third-party logistics services, including over fulfillment, customer care and value-added services. It has more than 560,000 square feet of warehousing and contact center space in the U.S. and can serve most consumers and retailers within two days.

“Utah is an excellent distribution location for servicing the West Coast,” Ayal Latz, a2b president, said in a prepared statement. “We now will reach 94 percent of U.S. households in two days. The state has created a business-friendly environment, and boasts a strong, educated workforce. We intend to be a great asset to the community at large, by creating jobs, investing in the community and servicing the logistics needs of both our national clients and the businesses in Utah.”

Mel Lavitt, chairman of the GOED board’s incentives committee, said Utah faced competition for the project from Nevada. He called the company “the Little Engine that could compete with Amazon.”

“This company alone, after they locate here in Ogden,” Bride said, “will account for more shipping packages being delivered out of Ogden than all of the other shippers combined in the city of Ogden.”

The GOED board approved a tax credit incentive for a2b of up to \$54,647. The \$840,000 project is expected to result in \$13.3 million in wages over five years and new state tax revenues of \$546,471 during that time.

“We are excited to support Ogden in one of their proactive recruitment efforts,” Hale said. “Ogden is in a prime location to accommodate a2b Fulfillment’s expansion while enabling them to ship to their customers quicker. Expanding in Ogden will allow a2b Fulfillment to drive down prices and stimulate creative solutions to meet distribution requirements.”

“As the ‘Crossroads of the West,’ Utah continues to be one of the best places for warehouse and distribution operations,” Foxley said. “We look forward to the success a2b Fulfillment will find in Utah.”

Cybersecurity company Centrifly, founded in 2004 and based in Santa Clara, California, will grow its engineering team as it adds 200 jobs in Utah over five years. The new jobs will have an annual average salary of over \$95,000. Its exact location has not been announced.

Centrifly has more than 500 employees at multiple locations. It has 10 employees in Murray and has had customer support and sales development teams in Utah since 2014.

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# Realty website sees Salt Lake City ready to duplicate Denver's housing boom

Rapid growth in the housing market in Denver in 2015 and 2016 drove the city to become the nation's top hot housing market. New data from realtor.com show the same patterns occurring in

Salt Lake City, leading analysts to think the Utah capital will become the next hot market.

The Salt Lake City metropolitan area is projected to have one of the strongest housing markets

in the country in 2018, with home prices and sales expected to reach 4.5 percent and 4.6 percent growth, respectively, over last year. Just like Denver, the factors driving its strength are a growing economy, relative affordability and an increasing millennial population. In fact, with home prices growing three times faster and supply moving a full week faster in the span of a year, Salt Lake City resembles Denver at the beginning of its boom, the realtor.com report said.

"In just a handful of years, an influx of jobs and millennials drove Denver's housing market from strong and stable to rising like the Rockies," said Javier Vivas, director of economic research for realtor.com. "If Salt Lake City is able to continue generating jobs and attracting well-educated young people, the market has the potential to continue to climb to 'Mile High City'-type heights."

A primary cause of Salt Lake City's momentum is its robust economic picture and growing population. The local Salt Lake City economy is growing at 9 percent

year-over-year, more than two times faster than the national average, according to the report. The city is also adding jobs at nearly three times the overall U.S. pace, with employment growing at 3.6 percent year-over-year. Household incomes in the area are growing at 5.4 percent year-over-year, nearly twice the rate for the country as a whole. Last year, population topped 3 million for the first time, which has contributed to an uptick in demand in the market.

Despite its strong economy, Salt Lake City remains relatively affordable, particularly in comparison to other hot mid-to-large cities. The median sales price in Salt Lake City at the end of 2017 was \$273,000, which is \$20,000, \$70,000 and \$90,000 lower than other growing markets of Austin, Texas; Portland, Oregon; and Denver, respectively. A median income household in Salt Lake City can buy a median-priced home with 32 percent of its annual income, roughly in line with the generally accepted maximum.

Market dynamics in Salt Lake City are being driven by its larger-than-average — and growing — proportion of millennials. In fact, its millennial population is 1.3 times higher than the U.S. average and made up 46 percent of its mortgages in 2017, beating the U.S. average by 9 percent. Looking at realtor.com search activity, Salt Lake City has been drawing interest from Los Angeles, Denver, Las Vegas and San Francisco, showing that it is likely absorbing unquenched millennial demand from these hot markets.

Although realtor.com predicts that demand will be strong and constant in Salt Lake City over the next few years, the longer-term outlook for the city's housing market depends on its ability to continue to create jobs for young professionals and drive housing market demand. If it's successful at doing so — as Denver has been so far — then the Denver market's current conditions provide a reasonable snapshot of what is in store for Salt Lake City, the report said.

## New Mexico goes after Vivint

New Mexico Attorney General Hector Balderas has filed a 17-count civil complaint against Utah's Vivint Solar. The action includes allegations of unfair business practices, fraud and racketeering.

Following consumer complaints, Balderas said in a release that an investigation by his office found that Vivint uses "high-pressure sales techniques and procedures designed to mislead consumers." He said the probe uncovered clouded titles on residents' homes and evidence of 20-year contracts that call for rates to increase by over 72 percent during the period in which consumers pay off their solar installations.

"I will fight to protect the rights of all New Mexico consumers and hold giant, out-of-state corporations accountable who abuse, mislead and employ dishonest practices to defraud our hardworking families," Balderas said in the statement. "Every New Mexican deserves access to clean, affordable energy, and the development and expansion of rooftop solar should be encouraged by businesses that use the industry's best practices to help consumers become more energy-independent."

Vivint Solar strongly disputed the facts behind the filing in a statement issued in response to the Balderas' action.

"Much of the interest in this lawsuit has been driven by a press release that not only misrepresents Vivint Solar's dealings with consumers in the state, but also does not accurately describe the attorney general's own allegations in the disputed lawsuit," the statement said.

Vivint said it will address the allegations in court. The company vehemently denied it was responsible for clouded home titles in New Mexico. "To be clear, Vivint Solar does not, has not, will not and cannot ever jeopardize its customers' home ownership. Vivint Solar does not take a lien on its customers' homes under its purchase power agreements or solar system lease agreements. A (purchase power agreement) is commonly used throughout the residential solar industry as a means of providing consumers with access to clean, affordable energy with no upfront investment by the customer; in exchange, the customer agrees to pay for all energy produced by the solar energy system."

## INCENTIVES

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"We're seeing significant growth and momentum as more and more customers continue to choose Centrifly to protect against the leading cyber attack vector — compromised credentials," Tom Kemp, Centrifly's chief executive officer, said in a prepared statement. "Our strategic relationship with the Utah Governor's Office of Economic Development allows us to take advantage of top engineering talent and accelerate innovation and product development in Zero Trust Security."

Lavitt said Utah faced competition for the project from Santa Clara and from Bellevue, Washington.

"We're really excited about this project," said Thomas Wadsworth, director of corporate growth and business development for GOED. "It plays well into our developing cybersecurity cluster that we have. The university programs here — most notably the University of Utah and UVU (Utah

Valley University) — have developed some specific programs around cybersecurity, so we think this will only bolster that sub-cluster that we have developing in the state."

Centrifly's incentive is in the form of a tax credit of up to \$556,944. The \$4.5 million project is expected to pay total wages of \$69.2 million over five years and generate new state revenues of \$2.8 million over that period.

"Utah continues to lead the country with the greatest percentage of tech job growth in the nation with almost 8 percent in 2016," Hale said. "We're pleased Centrifly is increasing its investment here. With talented graduates from our universities, our workforce will enable Centrifly to accelerate its product development and enhance its operations both in the U.S. and abroad."

"Centrifly is one of many companies tapping into the strong and highly educated IT workforce in Utah," Foxley said. "We have enjoyed working with Centrifly over the past three years and are excited to see this project come to fruition."

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

## CONSTRUCTION

• **Premier Pools & Spas**, a swimming pool builder, has announced an expansion into Utah. The Salt Lake City office is founded by **Scott Laing** and **Jason Swallow** and will serve the greater Wasatch Front region. Laing and Swallow have owned and operated Premier Pools and Spas of Boise for the past five years and will continue to do so. The partners each have over a decade of pool industry experience in both residential and commercial projects.

## CONTESTS

• The **Downtown Alliance** is accepting nominations through April 30 for **Downtown Achievement Awards**, designed to recognize exceptional contributions to Salt Lake City's downtown. Nominations can be made at <http://downtownslc.org/create-downtown-slc/achievement-awards>. Awards will be presented to a group, company or individual who has made a significant contribution to downtown, helping to build a more dynamic and diverse community that is the regional center for culture, commerce and entertainment. The contribution must be for accomplishments located within Salt Lake City's Central Business District — within the boundaries of 400 South, 700 West, North Temple Street and 300 East.

## DIRECT SALES

• **Young Living Essential Oils**, Lehi, has promoted **Ben Riley** to chief sales officer. He has more than 15 years of experience in the network marketing industry and sales. He joined the company in 2016 to oversee global sales and served as regional president of North America. Prior to joining Young Living, Riley held several positions, including vice president of leadership at Cloudberry Nutritionals and vice president of sales at Avon in Australia and New Zealand.

## ECONOMIC INDICATORS

• **Utah** is third, behind No. 1 Iowa and No. 2 Minnesota, in the "Best States 2018" rankings compiled by *U.S. News & World Report*. The rankings used thousands of data points to measure how well states are performing for their citizens. In addition to health care and education, the metrics

took into account a state's economy; the opportunity and quality of life it offers people; its roads, bridges, Internet and other infrastructure; its public safety; and the fiscal stability of state government. Utah's rankings in breakout categories included healthcare, 10th among states; education, third; economy, second; opportunity, 35th; infrastructure, eighth; crime and corrections, 14th; fiscal stability, first; and quality of life, 22nd.

• **Provo-Orem** was ranked No. 2 and **Ogden-Clearfield** was No. 5 in *Forbes'* list of "Where to Invest in Housing in 2018." Provo-Orem was ranked only behind Orlando, Florida. It has an average home price of \$266,169, a three-year population growth rate of 7.2 percent; two-year job growth of 6.7 percent; a one-year home price growth rate of 10 percent; and a three-year price growth forecast of 31 percent. Ogden-Clearfield has an average home price of \$246,251; a three-year population growth of 5.1 percent; two-year job growth of 5.7 percent; one-year home price growth of 10 percent; and a three-year price growth forecast of 29 percent.

## ENERGY

• **Rocky Mountain Power** has announced more than \$1.8 million in **Blue Sky** funding awards to support 15 renewable energy projects for community-serving organizations in Utah and Wyoming. The grants will help build solar arrays that offset energy costs, allowing the organizations to focus more funding on the populations they serve. The projects will add an estimated 1.6 million kilowatt-hours of renewable energy in the communities. Recipients are **Bluffdale City Fire No. 91 and No. 92, Bluffdale City Hall, Utah State University, Ogden Rescue Mission, Your Community Connection Family Crisis Center** in Ogden, **Christian Center of Park City, Utah Department of Transportation, Summit County, Centro Civico** of Salt Lake City, **SLC Corp., SpyHop** of Salt Lake City, **State of Utah Multi-Agency State Office Building, Community of Grace Presbyterian Church** and **WY Downtown Clinic** in Laramie, Wyoming.

## ENVIRONMENT

• **Weber State University** and others are having a lottery to help 762 Utahns exchange gas-powered mowers for electric mowers. Those who enter the lottery and are selected through a random process can exchange their operable gas-powered mower

for a new Kobalt 40-volt, cordless, electric lawn mower for \$100 plus tax and a 3 percent credit-card fee. Fee waivers are available for those in need. Typical retail price of the electric mower is \$329. Utahns who live in areas that regularly experience poor air quality as determined by the Environmental Protection Agency, are eligible for the program. Residents can check [weber.edu/mowelectric/eligibility.html](http://weber.edu/mowelectric/eligibility.html) to determine if they qualify. Applications will be accepted throughout March. The "Cut Pollution — Mow Electric" initiative is being undertaken by Weber State University's sustainability offices, in partnership with the **Weber-Morgan and Davis County health departments, the Utah Department of Environmental Quality** and the **Utah Clean Air Partnership**.

## INVESTMENT

• **Goldman Sachs** has increased its equity commitment to **Restore West LLC's Multifamily Acquisition Fund** to \$27 million. Since its inception in 2012, Restore West — through local affiliate Restore Utah and Goldman Sachs Urban Investment Group — have revitalized low- and moderate-income neighborhoods by transforming vacant or neglected properties into affordable rental homes for low-income families. Over the past five years, Restore West and Goldman Sachs have invested over \$150 million to acquire and renovate more than 500 single-family homes and eight multifamily properties totaling over 450 units. The new investment will enable Restore West to significantly increase its acquisitions and improve affordable housing throughout the Wasatch Front. Restore West also will be expanding its multifamily acquisition effort this year into Arizona, Colorado, Idaho and Nevada.

• **Sorenson Capital**, a Salt Lake City-based private equity firm, has promoted **Bert Roberts**



Bert Roberts

to managing director. Roberts, a long-time industry veteran and principal at Sorenson Capital, will focus on the company's efforts in business development, fundraising and investor relations. Roberts joined Sorenson Capital in 2011. Prior to joining Sorenson Capital, Roberts served as vice president of institutional client services at Wasatch Advisors and held senior-level invest-

ment banking positions at UBS, SoundView Technology Group and Montgomery Securities (now Bank of America Merrill Lynch).

## GOVERNMENT

• **Roger Killpack** has been appointed by Gov. Gary Herbert to serve on the **Governor's Office**



Roger Killpack

**of Economic Development (G O E D) board**, succeeding Bevan Wilson. Killpack is owner and manager at Service Drug, which has locations in Delta and Fillmore. Killpack attended the College of Pharmacy at the University of Utah, graduating in 1985. He also has been heavily involved in the Church of Jesus Christ of Latter-day Saints, including serving as president of the Arizona Tuscon Mission starting in 2011.

## HEALTHCARE

• **ProLung Inc.**, Salt Lake City, has appointed **Kristin M. Larson** as director of clinical affairs. The company is focused



Kristin Larson

on predictive analytics technology and non-invasive tests for the risk stratification of lung cancer. Larson joined the company as the manager of clinical research and training in 2015. Before that, she was an educator for medical device and pharmaceutical companies. She is currently an adjunct instructor for the University of North Dakota Nurse Practitioner program.

## LAW

• **Jones Waldo**, Salt Lake City, has announced an expansion with a new office in Lehi. Located at Thanksgiving Point, the office will initially have eight attorneys. Partners in the office are **Travis Wilson** and **Daniel Daines**.

## PHILANTHROPY

• The **Ikon Pass**, a new ski and snowboard pass product from **Alterra Mountain Co.**, has partnered with **Protect Our Winters (POW)** to further climate change education and advocacy through a three-level, \$50,000 partnership. It involves the creation of the Ikon Pass Fund, a Summit Level donation and a complimentary one-year Protect Our Winters membership to each Ikon Pass holder for the 2018-2019 winter season. Protect Our Winters will be presented \$25,000 to establish the Ikon Pass Fund, to be used toward thoughtful, collaborative initiatives based in education and action throughout the year. Also, all Ikon Pass holders will receive a complimentary one-year membership valued at \$50 to POW upon purchase.

## REAL ESTATE

• **Traverse Ridge Center III**, a nine-story, 220,000-square-foot Class A office space in Lehi, is scheduled to break ground in April. Developed by **Perry Commercial**, the building is slated to be completed in the summer of 2019 and will be the tallest building in Lehi. Located at the intersection of Triumph Boulevard and State Route 92, Traverse Ridge Center III is part of the 22-acre Traverse Ridge Center development. It is the third office building to be constructed within the park, which also includes an onsite Staybridge Suites hotel and UTA stop with direct shuttle service to the FrontRunner station. A total of 50,000 square feet of Traverse Ridge Center III has already been reserved for an anchor tenant. Exclusive leasing agents are Eric Smith, Kreg Peterson, James Mecham and Laurie Adair of CBRE.

• **Olympus Property**, based in Texas, has acquired **Crossing at Daybreak** in South Jordan and changed its name to **Olympus at Daybreak**. Financial terms were not disclosed. Olympus at Daybreak is the only apartment community located within the 4,000-acre master-planned Daybreak community. It is a garden-style apartment community featuring 315 units with two- and three-story buildings. It was con-

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see BRIEFS next page

# Industry Briefs

from previous page

structed in 2011. Olympus owns and manages over 15,000 units across 10 states.

## RECOGNITIONS

• **ChamberWest** recently honored several businesses and individuals at its annual Awards Gala. **Harmons** received the **Hall**



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of Fame Award. **Business of the Year** is **Ken Garff West Valley**. **Small Business of the Year** is **Salt Lake City Stars**. **Best New Business of the Year** is **The Joint Chiropractic**. **The Best Place to Work** is **Aspire Home Health and Hospice**. **Volunteer of the Year** is **Maggie Mills**, Hunter Library.

• **JourneyFront** earned the top prize at the recent “\$10,000 Give Your Business a Shot” Competition, organized by business accelerator **RevRoad**, Provo. Winning \$10,000, JourneyFront is a Utah-based predictive hiring platform that helps companies improve the accuracy of their hiring using predictive analytics, machine learning and psychometric assessments. The **runner-up** and winner of \$2,500 is **Neighbor**, a technology platform that connects people with extra space to individuals looking for affordable storage. The **\$1,000 Fan Favorite** winner is **Piero**, which helps people with disabilities make their way through public doors by way of a smartphone app and a small device that institutions can attach to any automatic door motor. The contest was co-sponsored by Startup Utah and other community partners.

• **Health Catalyst**, Salt Lake City, and Pittsburgh-based UPMC have been named joint recipients of **Microsoft Corp.’s 2018 Health Innovation Awards**. The awards recognize health organizations and their

technology solution partners for using Microsoft’s health technologies in innovative ways that help engage patients, empower care teams, optimize clinical and operational effectiveness, and transform health. UPMC and Health Catalyst won for their use of the Health Catalyst CORUS Suite, a cost-management system co-developed by the two and based on Microsoft technology.

• **USANA** has been ranked as the “**Top-Rated Supplement Brand on Overall Customer Satisfaction**” in the direct-selling space by **ConsumerLab.com**. The company also was ranked as the “**Top-rated Supplement Merchant on Overall Consumer Satisfaction**” in direct sales in the ConsumerLab.com **2018 Survey of Vitamin and Supplement Users Report**. ConsumerLab.com is an independent, third-party supplement testing company providing results, reviews, ratings and comparisons of vitamins, supplements, herbs and nutrition products to consumers. It surveys its readers annually regarding their use, choice and satisfaction with supplements.

## RETAIL

• **H&M** (Hennes and Mauritz Inc.) has announced a new retail location in Sandy. To open this summer, the 20,000-square-foot store will be in The Shops at South Town. The clothing company has about 16,000 U.S. employees and 524 locations in the U.S.

## RURAL UTAH

• The **Governor’s Office of Economic Development** (GOED) board, at its March meeting, endorsed **Rural Fast Track** grants for five companies. **Dairy Farmers of America—Beaver**, was endorsed for a \$50,000 grant to help the company construct a building. The \$5 million project is expected to result in three new full-time positions. **Lyle Young Welding**, of Gunnison, Sanpete County, was endorsed for a \$50,000 grant to help build a storage shed at the facility. The \$217,231 project is expected to result in three new positions. **Sanpete Veterinary Clinic**, of Mount Pleasant in Sanpete County, was endorsed for a \$50,000 grant to help construct a building. The \$300,000 project is expected to result in one new position. **Superior Enterprises**, doing business as **Superior Striping and Asphalt Maintenance**, of Orangeville, Emery County, was endorsed for a \$39,000 grant to help the company purchase a sweeper truck and storage tank. The \$83,000 project is expected to result in

two new positions. **Hillbilly Mill** of Lyman, Wayne County, was endorsed for a grant of \$11,875 to help it purchase equipment. The \$33,800 project is expected to result in one new position. The grants were approved by the **Governor’s Rural Partnership Board**.

## TECHNOLOGY/LIFE SCIENCES

• **Varex Imaging Corp.**, Salt Lake City, has appointed **Shaohua Liang** as vice president and managing director for China. In connection with the appointment, Varex has consolidated all of its operations in China under Liang’s leadership. It includes the management of all sales and operational teams, as well as the shared responsibilities of corporate functions of human

resources, finance and quality/regulatory. Liang has 35 years of experience in management, manufacturing operations, services and sales of healthcare equipment and components through his roles at Elekta Instruments, Draeger Greater China and Siemens Technology Development Co.

He also worked at the Bureau of Quality and Standard of State Food & Drug Administration of China (SFDA) and the China National Pharmaceutical Group Corp. (Sinopharm) in a variety of roles in China and internationally. Varex designs and manufactures X-ray imaging components.



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## CONSTRUCTING UTAH - SPONSORED BY BIG-D CONSTRUCTION

# Coming to Utah in 2020: The New SLC!

*Courtesy of the Salt Lake City Department of Airports*

Travelers flying in and out of Salt Lake City International Airport (SLC) can see what looks like a steel city rising west of the airport. The construction underway is the skeleton of a new terminal, concourse and parking garage scheduled to open in 2020. That's right, Salt Lake is building a new airport!

The SLC Airport is long overdue for new facilities. Terminal 1 was built in the early 1960s to accommodate 10 million passengers. Terminal 2 was completed in the early 1980s and the "newest" International Terminal was built more than 20 years ago.

Today, SLC sees more than 24 million visitors each year and is growing at a rate of nearly 5 percent each year. Not only have passenger numbers grown, but security needs have changed and earthquake safety standards have evolved. Plus, SLC has grown into a thriving hub airport with numerous flights arriving and departing around the same time.

The new airport facilities are being designed with state-of-the-art functionality and for ease of use. For example, most up and down movements via escalators and elevators have been eliminated in the design, making the terminal easier

and quicker to navigate. Congestion on Terminal Drive will also be alleviated with an elevated roadway with one level for passenger pick-up and one level for passenger drop-off. Travelers will also enjoy the convenience of a parking garage with twice as many spaces compared to the current garage.

One central terminal will eliminate redundant facilities for passenger check-in, security screening and baggage claim. Plus, the design will eliminate bottlenecks on the airfield allowing airlines to get planes back into the air more quickly and avoid delays. Also, the new facilities are being designed to meet LEED Gold rating from the U.S. Green Building Council.

The interior of The New SLC will, no doubt, leave passengers with a lasting impression. Copper and sage colors are incorporated into the interior to reflect those found in the surrounding environment and passengers will enjoy views the surrounding mountains through the multiple windows planned in the terminal and concourses. Gate holding areas will be spacious with ample seating and concourses will offer a wide selection of shops and restaurants.



Aerial view of progress on the new South Concourse West building at The New SLC as of February 2018. The first phase of the Airport Redevelopment Program is expected to open in 2020.

Large-scale, permanent art installations will highlight the natural beauty found in the state, including The Canyon and The Falls by well-known artist Gordon Huether. The Canyon evokes the Salt Lake City landscape and spans 362 feet, roughly the length of a football field. The Falls sculpture makes use of natural light to create intriguing color effects and shadows.

One unique feature that is planned for The New SLC is a meeter/greeter room to accommodate large groups coming to meet friends and families returning from military service, religious missions and other for events. And not a dime of

local tax payer dollars will be spent on The New SLC.

After the first phase of The New SLC opens in 2020, demolition of the existing facilities will begin so the second phase of construction can get underway to complete the concourses. Building the concourses to the east is expected to be finished in 2023/24.

The New SLC will create a memorable travel experience for passengers—whether connecting to another city or making SLC their final destination. To stay updated on The New SLC construction, go to [www.slcairport.com](http://www.slcairport.com).

## JOINT VENTURE TEAM CRUISING TOWARDS PROJECT COMPLETION

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*Big-D, Holder Construction, a Joint-Venture (HDJV) is currently constructing several new facilities at the new airport including a new terminal, a new parking garage, and the Central Utility Plant.*

*At the peak of construction, there will be more than 1,800 workers on site with an estimated 63% of trades from Utah firms.*



Teams install a moving walkway in the new terminal as part of the Airport Redevelopment Program. An estimated 63% of trades performing work on the project are from Utah firms.



# CORPORATE FINANCIAL REPORTS

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

## Profire Energy

Profire Energy Inc., based in Lindon, reported net income of \$4.4 million, or 9 cents per share, on revenues of \$38.2 million for the full year 2017. That compares with a net loss of \$686,000, or 1 cent per share, on revenues of \$16 million for 2016.

The company designs, installs and services burner and chemical management solutions in the oil and gas industry.

"Many factors contributed to the increase in revenue, including the growing customer base and our focus on providing superior products and solutions to our customers," Ryan Oviatt, chief financial officer, said in announcing the results. "This significant net income increase is attributable to our staff's hard work to grow revenue while keeping cost

growth under control. However, we believe our ongoing committed investment in R&D will ensure we remain a market leader for technology and automation in the oil and gas industry."

"Throughout the year we were able to outpace the industry recovery by almost four times," said Brenton Hatch, president and chief executive officer. "In 2017, the average oil price per barrel rose 18 percent compared to our increased revenues of 86 percent. With input from our customers, we are constantly developing new technologies to bring to the marketplace and expand automation in the oil field. We will continue to leverage our growing customer base to increase revenues. We remain optimistic for 2018."

## Superior Drilling Products

Superior Drilling Products Inc., based in Vernal, reported a net loss of \$786,000, or 3 cents per share, for the fourth quarter

ended Dec. 31. That compares with a loss of \$2.6 million, or 11 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$3.7 million, up from \$2.3 million in the year-earlier quarter.

For the full year 2017, the company reported a net loss of \$279,000, or 1 cent per share, on revenue of \$15.6 million. That compares with a net loss of \$9.1 million, or 48 cents per share, on revenue of \$7.2 million in 2016.

The company designs and manufactures drilling tool technologies.

"We made excellent progress in 2017, growing significantly, generating cash and demonstrating the strength of our business model," Troy Meier, chairman and chief executive officer, said in announcing the results. "We believe our flagship Drill-N-Ream (DnR) wellbore conditioning tool is proving out its value

proposition that it deserves to be on every well, and we expect our Strider oscillation system technology will be another leading technology for the oil and gas drilling industry.

"We continue to focus on the development of new technologies, making improvements in our manufacturing processes and supply chain while building a strong, reliable team that can execute our strategy for growth."

## APX Group Holdings

APX Group Holdings Inc., based in Provo, reported a net loss of \$135.4 million for the fourth quarter ended Dec. 31. That compares with a net loss of \$71.2 million for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$235.8 million, up from \$204.5 million in the year-earlier quarter.

For the full year 2017, the company reported a net loss of \$410.2 million, compared with a net loss of \$276 million in 2016. Revenues totaled \$882 million in

2017, up from \$757.9 million in 2016.

APX's Vivint Smart Home is a smart home system company in North America.

"At the beginning of 2017, we established an operational plan to implement a number of significant initiatives across the Vivint platform," Todd Pedersen, chief executive officer of APX Group, said in announcing the results. "Flex Pay and our partnership with Citizens Bank would require a shift in our customer value proposition and a re-engineering of our sales and marketing processes, but would fundamentally improve the cash flow dynamics of our business."

The company established a market presence in an assisted sale retail format, agreeing to a national roll-out of a co-branded offering with Best Buy. It also invested in key infrastructure related to product quality, customer experience and enterprise efficiency.

see EARNINGS page 19

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

## March 19, 8 a.m.

**“Attracting Venture Capital,”** a Startup Ignition event. Speaker John Richards, instructor, founder and chief executive officer of Startup Ignition, will discuss how to employ lean startup techniques to validate a business model and to build the systems and foundation to get the traction needed to attract venture capital. Location is Dixie Technical College, 610 S. Tech Ridge Drive, Building A, Suite 213, St. George. Free, and open to everyone. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 20, 8 a.m.-2:30 p.m.

**“ADA: Managing Disabilities in the Workplace,”** an Employers Council class to help employers better manage disabilities in the workplace by exploring who is disabled under the Americans with Disabilities Act. Location is Employers Council, Utah Office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at [employerscouncil.org](http://employerscouncil.org).

## March 20, 11:30 a.m.-1 p.m.

**Business Women’s Forum Luncheon.** Speaker Pamela Okumura, executive director of People Helping People, will lead roundtable discussions about how women can support one another in the workplace. Location is 50 West Club & Café, 50 Broadway, Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## March 20, 11:30 a.m.-1 p.m.

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

## March 21, 8 a.m.-3 p.m.

**Utah Business & Technology Summit,** presented by GENCOMM and designed for people in education, corporate, and state and local government to learn about the newest technology and audio-visual advances. Event includes educational sessions. Location is Marriott University Park Hotel, 480 Wakara Way, Salt Lake City. Details are at [www.utahsummit.org](http://www.utahsummit.org).

## March 21, 8-10 a.m.

**AED Breakfast Seminar,**

a Utah Safety Council event. Location is Utah Safety Council, 1574 W. 1700 S., Salt Lake City. Free for two people per member organization, \$10 for nonmembers. Details are at [utahsafetycouncil.org](http://utahsafetycouncil.org).

## March 21, 9 a.m.-4 p.m.

**Professional Administrative Assistant Conference,** with the theme “Organizing Chaos.” Keynote speaker is Linda Makin, Utah Valley University vice president of planning and budget. Location is Utah Valley University, Orem. Cost is \$99. Open to the public. Details are at <https://ceweb.uvu.edu/CourseStat.us&Course=18WCUVADM81%2&DirectFrom=Schedule>.

## March 21, 11:30 a.m.-1 p.m.

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

## March 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>.

## March 21, noon-3 p.m.

**Utah Valley Employers Job Fair.** Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at [www.utahvalleyjobfair.com](http://www.utahvalleyjobfair.com).

## March 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](http://slchamber.com).

## March 21, 4:30-6:30 p.m.

**Multi-Chamber Business After Hours,** presented by the West Jordan, Murray Area and Sandy Area chambers of commerce and ChamberWest. Location is TopGolf, 920 Jordan River Blvd., Midvale. Registration can be completed at [westjordan-chamber.com](http://westjordan-chamber.com).

## March 21, 5:30 p.m.

**“Walkable Wednesday,”** a ULI (Urban Land Institute)

Utah event featuring a tour of the University Place property and a discussion about its past and future. Location is University Place (outside MidiCi Pizza), 541 E. University Parkway, Orem. Free. Details are at [utah.uli.org](http://utah.uli.org).

## March 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>.

## March 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>.

## March 22-23

**UCET Conference,** presented by the Utah Coalition for Educational Technology. Event brings together more than 1,300 educators for professional development, keynote speakers, hands-on technology workshops and more, focused on technology integration. Location is the University of Utah’s Union and Warnock buildings, 200 S. Central Campus Drive, Salt Lake City. Cost is \$75 for both days, \$50 for one day. Details are at <http://www.ucet.org/>. Registration can be completed at <http://tinyurl.com/ucet18>.

## March 22, 8 a.m.-4 p.m.

**2018 Health Services Research Conference,** with the theme “Partnering for Better Health by Doing What Works.” Keynote speaker is Dr. Nancy A. Allen, who has led research on diabetes and chronic disease. Location is the Health Sciences Education Building, University of Utah, Salt Lake City. Details are at <http://medicine.utah.edu/ccts/news/2018/01/health-serv-research-conference.php>.

## March 22, 8-10:30 a.m.

**“How to Win Using Instagram,”** a Digital Marketing Hacks Series workshop. Presenter is Emily Ashby, who has built her own small business using social media and then helped to launch the Digital Marketing Program at the LDS Business College 2014. She currently is the marketing and training manager at the Utah Microloan Fund. Location is Salt Lake Small Business Development Center, Salt Lake Community College, Larry H. Miller Campus, Miller Free Enterprise Center, Room 223, 9750 S. 300 W., Sandy. Cost is \$20, \$30

for same-day. Registration can be completed at <https://www.regionline.com/registration/Checkin.aspx?EventID=2239423>.

## March 22, 11:30 a.m.-1 p.m.

**Multi-Chamber Luncheon Series,** presented by the Murray Area, Southwest Valley, South Jordan, West Jordan and South Salt Lake chambers of commerce and ChamberWest. Speaker Dr. Katalina Dean, doctor of chiropractic spinal biophysics and co-owner of Cottonwood Chiropractic, Midvale, will discuss “Increase Revenue, Productivity and Morale: How to Create a Culture of Wellness and Care.” Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Open to the public. Cost is \$20, \$30 for nonmembers. Registration deadline is March 20. Registration can be completed at [westjordanchamber.com](http://westjordanchamber.com).

## March 22, 4-6 p.m.

**“Understanding Term Sheets,”** a 21st Century Entrepreneur event featuring a panel of venture professionals explaining how the term sheet will affect your business going forward. Panelists include Chris Anderson of Durham, Jones & Pinegar; Jerry Vance of Preferred CFO; and others to be announced. Location is Durham, Jones & Pinegar, 111 S. Main St., Suite 2400, Salt Lake City. Cost is \$15. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 22, 5-7 p.m.

**Business After Hours,** a Salt Lake Chamber event. Location is Chakra Lounge, 364 S. State St., Salt Lake City. Cost is \$7 for early-bird members, \$20 for members the week of the event, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## March 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>.

## March 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>.

## March 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>.

## March 23, 7:30-8:30 a.m.

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

## March 23, 8:30 a.m.-5 p.m.

**Huntsman Venture Forum,** presented by the Partners in Business at the Jon M. Huntsman School of Business at Utah State University. Event includes keynote presentations, breakout sessions and panels “that address the skills, strategies and legal counsel necessary to be a force in the economy.” Location is Perry Pavilion, Huntsman Hall, Utah State University, Logan. Cost is \$20. Details are at <http://partners.usu.edu/>.

## March 23, noon-7 p.m.

**RecConnect,** a hybrid outdoor innovation expo and networking event, presented by Weber State University’s Outdoor & Community Recreation Education program, in partnership with the Hall Global Entrepreneurship Center. Expo will feature outdoor product displays, vendors and activities such as rock climbing. The public is invited to a mix-and-mingle networking event from 1-2 p.m. Free, but registration is required. Expo will conclude with announcement of winners of the Outdoor Weber competition and a keynote speech by Marcus Lemonis, chair of Camping World Holdings and star of CNBC’s “The Profit” beginning at 5:30 p.m. Location is Union Station, 2501 Wall Ave., Ogden. Details are at [outdoorweber.com](http://outdoorweber.com).

## March 27, 9 a.m.-noon

**“SBA Contracting Programs,”** a U.S. Small Business Administration event. Location is SBA, 125 S. State St., Room 2227, Salt Lake City. Free. Details are at <https://utahsbdc.org/trainings>.

## March 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](http://ogdenweberchamber.com).

## March 27, 11:30 a.m.-1 p.m.

**Women in Business,** a Sandy Area Chamber of Commerce event. Location is Hale Centre Theatre, 9900 S. Monroe

## CALENDAR

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St., Sandy. Details are at [sandychamber.com](http://sandychamber.com).

### March 27, noon-1 p.m.

**"Pizza & Politics,"** a University of Utah Hinckley Institute event. Speaker Steve Early, author and union organizer, will discuss "Remaking an American City: From Corporate Town to Municipal Action in the Time of Trump." Location is the University of Utah, Building 73, Room 110, Salt Lake City. Free, and open to the public. Details are at <http://www.hinckley.utah.edu/calendar/>.

### March 28, 7:30-9:30 a.m.

**"New Pioneers: American Dream Award Program 2018,"** a Salt Lake Chamber event recognizing the contributions immigrants make every day in Utah. Honorees are Aden Bata, director of immigration and refugee resettlement at Catholic Community Services; Luz Escamilla, Utah state senator and vice president of community Development at Zions Bank; Valter Nassi, owner and proprietor of Valter's Osteria; and LDS Humanitarian Services. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt

Lake City. Cost is \$65. Details are at [slchamber.com](http://slchamber.com).

### March 28, 7:30-9 a.m.

**Workforce Seminar 2018,** an Ogden-Weber Chamber of Commerce event providing SHRM credits to HR professionals. Location is the Ogden-Weber Chamber of Commerce, Commission Chambers, first floor, 2380 Washington Blvd., Suite 290, Ogden. Open to Weber and Davis county businesses. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### March 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](http://holladaychamberofcommerce.org).

### March 28, 8-9:30 a.m.

**Legal Breakfast Briefing Series: "The Rapidly Changing World of Employment Law Under President Trump,"** an Employers Council event reviewing what has changed and what has not in employment law during the Trump administration. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$99. Details are at [employerscouncil.org](http://employerscouncil.org).

### March 28, 9-10:30 a.m.

**Workforce Development HR Forum,** a West Jordan Chamber of Commerce event. Location is West Jordan Chamber Office, 8000 S. Redwood Road, West Jordan. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### March 28, 6-8 p.m.

**"Starting Your Business 101,"** a Salt Lake Small Business Development Center (SBDC) event. Location is Salt Lake Community College's Larry H. Miller Campus, Corporate Partnership Center, Room 110, 9690 S. 300 W., Sandy. Free. Details are at <https://utahsbdc.org/trainings>.

### March 28

**"Executive Certificate of Global Business Management,"** a Salt Lake Community College Global Business Center course that runs Wednesday evenings, 6-9 p.m., through May 30. This course is offered to business executives, marketing professionals, staff and entrepreneurs who want to increase their exporting knowledge and improve their strategies in global business practices. Location is Salt Lake Community College's Miller Campus, 9690 S. 300 W., Sandy. The course is also available live to distance learning locations throughout

Utah by using the Utah interactive UEN audio-video connection. Registration deadline is March 21. Cost is \$995, with a \$100 discount for multiple registrations from the same company. Registration can be completed by emailing Stan Rees at [stan.rees@slcc.edu](mailto:stan.rees@slcc.edu) or calling him at (801) 957-5336.

### March 29, 11:30 a.m.-1 p.m.

**Lunch & Learn,** a Murray Area Chamber of Commerce event. Speaker is Lynda Brown of KidsEat! Location is The Union, 7176 S. 900 E., Midvale. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

### March 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](http://chamberwest.com).

### March 29, 5 p.m.

**"Attracting Venture Capital,"** a Startup Ignition event. Speaker John Richards, instructor, founder and chief executive officer of Startup Ignition, will discuss how to employ lean startup techniques to validate a business model and to build the systems and foundation to get the traction needed to attract venture capital. Location is Davis

Technical College, Business Resource Center, 450 Simmons Way, Kaysville. Free, and open to everyone. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### March 29, 5:30-6:30 p.m.

**Business Boot Camp,** a Cottonwood Heights Business Association event with the theme "Understanding Your Brain: 12 Things You Should Know About Your Brain." Speaker is Trigena Halley, founder and owner of Peak Performance. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Free. Registration can be completed at [understandyourbrain.eventbrite.com](http://understandyourbrain.eventbrite.com).

### March 29, 5:30-8 p.m.

**Fourth Annual Food-trepreneur Festival,** a Women's Business Center event featuring local food products and owners. Location is Grand Hall, Union Pacific Depot, The Gateway, 400 W. South Temple, Salt Lake City. Tickets are free but limited, and registration is required. Details are at <http://foodtrepreneur.org>.

### March 29, 7-9:30 p.m.

**"Pillar of the Valley"**

see **CALENDAR** page 14

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**HEALTH PLANS**  
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## CALENDAR

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**Gala**, a Utah Valley Chamber black-tie, invited event. Honorees are JoAnn Losee and Bill Hulterstrom. Location is Utah Valley Convention Center, 200 W. Center St., Provo. Cost is \$250 for members, \$300 for non-members. Details are at [www.pillarofthevalley.com](http://www.pillarofthevalley.com), (801) 851-2555 or [info@thechamber.org](mailto:info@thechamber.org).

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

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

### March 30, noon

**Startup Conversation**, presented by Silicon Slopes, in partnership with Cross Creek and Salt Mine Productive Workspace. Speakers are Nate Quigley, founder and chief executive officer of Chatbooks; Vanessa Quigley, co-founder of Chatbooks; and Brandon Tidwell, managing director of Signal Peak Ventures. Location is Salt Mine

Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### April 3, 8-11 a.m.

**"Harassment Prevention for Managers and Supervisors,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at [employerscouncil.org](http://employerscouncil.org).

### April 3, 11:30 a.m.-1 p.m.

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

### April 4, 11:30 a.m.-1 p.m.

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

### April 4, noon-1:30 p.m.

**Lessons Learned Speaker Series**, a ULI (Urban Land Institute) Utah event. Speaker is Keith Bartholomew, an associ-

ate professor in the University of Utah's Department of City & Metropolitan Planning and associate dean of the College of Architecture & Planning. Location to be announced. Details are at [utah.uli.org](http://utah.uli.org).

### April 4, 3-4:30 p.m.

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

### April 5-7

**Thin Air Innovation Festival**, a cross-industry leadership forum and spring ski season festival featuring keynote presentations, breakout sessions, outdoor adventures and parties to celebrate and explore how individuals, teams and organizations perform at the highest levels. The 2018 event will focus on the changing nature of commerce, defined as the exchange of information, goods and services, across mul-

iple industries, including retail, travel, entertainment, healthcare and finance. Location is Park City. Cost for an All-In Pass is \$300, \$25 for students. Details are at <http://thinairparkcity.com/>.

### April 5, 8 a.m.-noon

**"Introduction to Human Resource Management Program,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at [employerscouncil.org](http://employerscouncil.org).

### April 5, 8-9:30 a.m.

**CEO Forum**, a Utah Technology Council (UTC) event for UTC-member chief executive officers only. Topic is "Tax Reform: What It Means For You." Location is Eide Bailly LLP, 2901 N. Ashton Blvd., Suite 200, Lehi. Free. Details are at [utahtech.org](http://utahtech.org).

### April 5, 11:30 a.m.-1 p.m.

**Strictly Networking Luncheon**, a West Jordan Chamber of Commerce event. Location is La Puente, 9155 S. Redwood Road, West Jordan. Free (pay if ordering from the menu). Details are at [westjordanchamber.com](http://westjordanchamber.com).

### April 5, 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>.

### April 6, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Murray City Fire Department Chief Gil Rodriguez will provide a tour of the Emergency Operations Center. Location is Murray Fire Department, Station 84, 160 E. 5900 S. Murray. Free, and open to the public. Details are at [murraychamber.org](http://murraychamber.org).

### April 6, 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://bit.ly/2ATHGAU>.

### April 6, 8 a.m.-4 p.m.

**Supervisory Skills Program**, a five-week (consecutive Fridays) Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at [employerscouncil.org](http://employerscouncil.org).



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## ASI

from page 1

Propelled Turf Mower.

ASI was founded in Mendon in 2000 and employs about 170 people — half of which are engineers — in its 100-acre development lab and proving ground in Cache County.

The primary purpose of these pilot programs is to collect more data and feedback from the best farm operators, ASI said in a recent release.

“We are delighted to work with these world-class organizations at this exciting time,” said Mel Torrie, CEO of ASI. “The technology maturity and lower costs are converging towards an automation disruption just in time to help with the severe shortage of farm labor.”

The Gallo winery will be using New Holland T4.110F vineyard tractors in its operations in California that are fitted with autonomous technology. The systems will be performing a full range of maintenance and crop production tasks. These tasks are highly repetitive and are done many times throughout the year, making it an ideal application for automation, ASI said.

ASI and Case IH are also working with Bolthouse Farms. This pilot program, also based in California, will be using multiple autonomous Case IH Steiger Quadtrac tractors for crop tillage.

“Feedback from these operations is key for us to further refine the solution for specific implementations and production scenarios,” said Bret Turpin, agriculture project manager for ASI.

“FireFly is pioneering a dramatic shift in turf farming,” said David Clyde, ASI director of new market development. “Not only are their machines designed to be the most efficient in the market, but with the help of ASI’s advanced driverless vehicle solutions applied to the new M220 mower, they are positioned to successfully deliver an entirely new level of value and service to their customers.”

The sod equipment manufacturer announced its technology partnership with ASI at the

Turfgrass Producers International Education Conference and field days in Tucson, Arizona. The event highlighted the M220 mower and included a live demonstration of the vehicle operating autonomously.

“While sod harvesting only happens once a year, it needs to be mowed weekly to keep it healthy,” said FireFly CEO Andrew Limpert. “We’ve expressly designed and built this mower from the engine to the decks for this specific and necessary task, with future versions offering even more autonomy.”

As the autonomous capabilities of the M220 develop, turf farmers will have the ability to create maps of their fields, assign multiple mowers to separate fields and dispatch them to mow — unmanned — all with the click of a mouse or tap on the screen.

ASI’s command and control software, Mobius, instinctively creates the most efficient route for optimal area coverage of every field, ASI said. The software platform communicates with and controls each machine, managing its speed, direction, turning radius, obstacle detection, braking, blade height and more.

“Mobius continues to expand its capabilities as the most advanced, interoperable vehicle automation software in the market,” said Clyde. “We are excited to add industrial turf mowing to that growing list of capabilities.”

The current projects build upon longstanding collaboration between ASI and these global agricultural manufacturers, the company said. Recently commercialized products, which have derived from the research and development activities of the autonomous program, have included the release of Case IH’s AccuTurn and New Holland Agriculture’s IntelliTurn automated end-of-row turning products.

North Salt Lake’s FireFly Automatrix Inc. was founded in 2010 and was named Utah’s fastest-growing company in 2016 and 2017 by MountainWest Capital Network. The company employs about 50 in its headquarters office.

Utility prices fell 0.1 percent as propane prices decreased slightly in the month of February.

“Utah’s recognition as one of the best states for business in 2017 is a tremendous win for the economy,” said Randy Shumway, chairman and partner at Cicero Group, a Salt Lake City market research company that does data collection and analysis for the CPI. “As policy makers within the state continue to ensure that business-friendly policies and regulations are kept in place, I am sure that businesses will continue to flock to the state, further benefiting the economy as a whole.”

## CPI

from page 1

- Food at home prices grew 0.7 percent in February as prices for meat, poultry and produce increased significantly.

- Recreation prices increased 0.4 percent in February as prices for veterinary services increased slightly.

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

- Prices for other goods and services decreased 0.5 percent as cosmetics and personal care product prices decreased slightly.

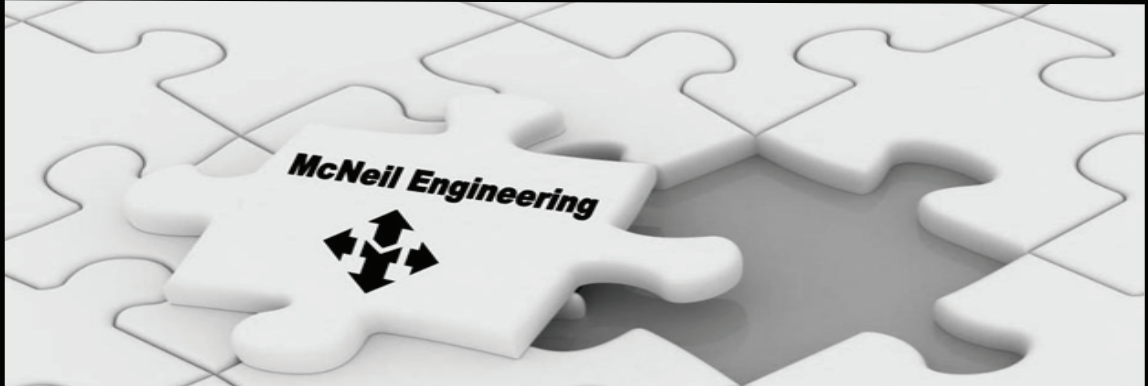


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## Opinion

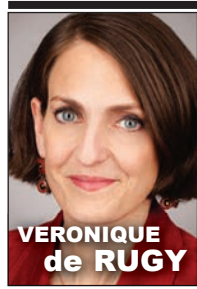
# Uncle Sam continues to stick his head in the sand on entitlements

Social Security and Medicare are the two biggest programs driving the growth of our debt. What's more, they provide benefits for senior Americans generally, without regard to need. It's time to change the way we think about these programs.

It's difficult to overstate how much of our budget goes toward these programs. Numbers from the Congressional Budget Office show that in the past 10 years, 70 percent of real spending increases have gone to Social Security and Medicare. In fiscal 2017, the federal government spent \$4 trillion. Of that, 40 percent — \$1.5 trillion, or 8 percent of our gross domestic product — went to Social Security and Medicare. These two programs will consume \$3 trillion in the next decade, and that doesn't include the interest charged on Uncle Sam's credit card.

In an article for *National Review* titled "The Entitlement Crisis Ignored," the Manhattan Institute's Brian Riedl reports that within three decades, the Social Security and Medicare systems will run a cash deficit of \$82 trillion — including inter-

est. "The rest of the federal budget roughly balances over 30 years," he told me in an email detailing his research. He added, "In other words, the entire long-term deficit comes from these two programs' shortfalls. The national debt would reach 150 percent of GDP" at the current rate.



VERONIQUE de RUGY

We have known for a long time that these programs are unsustainable. Yet no one elected to office seems to have the political courage to state the obvious — that these programs are insolvent and in need of reform.

As Riedl wrote to me, "popular solutions will not work. Doubling the 35 percent and 37 percent tax rates to 70 percent and 74 percent would close just (one-fifth) of the long-term Social Security and Medicare shortfall. Cutting defense to European levels would close just (one-seventh) of it. Nor can economic growth or inflation fix the gap."

The main beneficiaries from Social Security and Medicare — meaning the main beneficiaries of most of our budget — are seniors. Only about 30 percent of Social Security benefits are not paid based

on age. (That's the money going to disabled workers, dependents and survivors.) The same is true of Medicare, though to a smaller degree. It's also worth noting that about 28 percent of Medicaid's \$400 billion in spending — federally provided healthcare payment for low-income Americans — goes to seniors. That's because seniors are poor, right? Not all of them.

Back in the day, not working meant becoming poor. As a result, seniors were overrepresented in the bottom income quintile. But this isn't the case anymore. According to combined data from 15 federal agencies in 2011, older Americans are in remarkably good financial shape compared with those of previous generations, as they've seen their net wealth go up by 90 percent since the 1980s. Older Americans are also doing well relative to younger Americans. According to the Pew Research Center, in 2009 the typical household headed by someone 65 or older had \$170,494 in net wealth, compared with just \$3,662 for the typical household headed by someone younger than 35. Not surprisingly, today's seniors are overrepresented in the top income quintile.

Yet those seniors as a group receive the largest and a growing share of our budget, funded by taxes on the relatively meager wages of younger Americans. The direct outcome is that as demographic trends progress, we're about to witness the most massive and growing redistribution from the relatively younger and poor Americans to their relatively older and wealthier neighbors.

From any serious fiscal or moral viewpoint — and particularly for the sake of helping those truly in need — Social Security and Medicare should be replaced with social welfare programs that cover all citizens, regardless of age, but only those who are too poor or incapacitated to take care of themselves. In other words, we should transition from a system based on age to one based on need. This is the best way to avert looming fiscal catastrophe and restore some sensibility to an indefensible system.

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

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# The battle over tariffs could be Republicans' last stand against Trump

The tussle over tariffs is the most significant political battle taking place in America right now — much broader than a dispute over steel and aluminum imports. It is the Republican Party's last stand against a total takeover by Donald Trump. Having ceded ground to the president on everything from personal character to immigration to entitlement reform, Republican leaders have chosen to draw the line at free trade. If they get rolled on this, Trump will have completed the transformation of the party.

In recent weeks, Trump seems to have remembered that he is a populist — or at least is playing one on TV. After campaigning as the tribune of the forgotten working class, he handed over his presidency to the establishment wing of the Republican Party, which proceeded to attack Obamacare, roll back regulations and pass a huge tax cut for companies and wealthy Americans. But perhaps to shore up his base before the midterm elections, or because he does actually believe some of his own rhetoric, he is now moving hard on tariffs — and also immigration.

As is often the case, Trump is more in line with his party's base than most of its leaders. A recent Quinnipiac University poll found that voters, like the Republican establishment, overwhelmingly oppose Trump's tariffs. But most Republican voters support them. In fact, over the past decade, Republican support for free trade has dropped a staggering 20 points (while Democratic support has risen by 15). This is one of the sharpest reversals on major public policy recorded in recent history.

The new Republican Party is com-

ing into view. It is a party skeptical about free markets. It is important to remember that it is not really possible to be in favor of capitalism and against free trade. From Adam Smith to Milton Friedman, every great theorist of capitalism has recognized that free trade is at the heart of what makes capitalism work. And they have all pointed out that tariffs are precisely the kind of government intervention — with the state choosing which industries to favor, which companies to reward — that produces inefficiency and corruption. But Republicans are now comfortable with government intervention, as long as it's for the right people.



FARED ZAKARIA

It is also now a party that has developed a contempt for experts and expert analysis. In 1980, with liberalism ideologically smug and dominant, Democratic Sen. Daniel Patrick Moynihan remarked that all the new and interesting policy ideas were coming from people like William F. Buckley and Irving Kristol on the right. Today, the Republican Party is led intellectually by the likes of Sean Hannity and Rush Limbaugh.

Consider that Trump's tariffs are opposed by a remarkable array of scholars across the political spectrum, from the conservative Heritage Foundation to the libertarian Cato Institute to the center-left Brookings Institution to the left-wing Center for Economic and Policy Research. The White House barely offers serious arguments, instead providing a bogus justification for the tariffs — national security — even though China and Russia supply only a small portion of these goods to the U.S.

Despite research showing that previous protectionist policies have failed, that the steel industry has lost more jobs due to efficiency and automation than to trade and that preserving one job in the steel or automobile industries through tariffs costs consumers a whopping \$1.5 million, administration supporters no longer even offer a response. The data is simply dismissed as partisan spin or fake news.

Finally, the GOP is being transformed into a party that is hostile to foreigners and foreign countries. Under Ronald Reagan, the Republicans were the party of a generous immigration policy, strong alliances and faith in the advancement of

democracy around the world. Today, the party's base doesn't like foreigners or foreign countries. Even traditional allies like the Europeans are increasingly viewed with suspicion. It is bizarre to have chosen tariffs that mostly threaten American allies like Canada, the E.U., South Korea and Mexico. Trade does produce disruptions — especially severe ones in recent decades. The most sensible, cost-effective way to deal with them would be to provide subsidies to workers who lose their jobs because of trade and invest in large-scale

see ZAKARIA next page





# Opinion

## California's bad laws: The decline and fall of another great American state

California has gone bonkers. My wife and I are on our annual winter trek to sunny California and are experiencing some very weird things down here. California elected officials have decided that they know better than you and I on how to live our lives and are passing dull-witted laws and regulations. I thought that Utah politicians were over-regulating, but they are saints as compared to California politicians.

A couple of days after we arrived in Dana Point, my wife and I went out to dinner and while we were waiting to be seated, I went out for a smoke. I was dutifully standing the mandated 25 feet away from the entrance, like always, when a man passing by said, "Don't you know that you can't smoke in Dana Point?" I replied, "You have got to be kidding." He then, in a huff, snarled, "No, I am not."

The next day I researched the law on my very expensive mobile device and found out that the guy's statement about no smoking in Dana Point was correct. The Dana Point City Council, on a 3-to-2 vote, passed the new smoke-free city law.

There are two other examples of California's elected officials micromanaging

our lives: The California State Legislature is considering a law (AB1884) that will fine waitresses and waiters only at fine dining establishments \$1,000 and face a possible six months in jail if they deliver a plastic straw to you without you asking for it. And now there are 21 miles of California beach in Malibu where plastic straws are not allowed — period. The Malibu City Council is recommending that you use bamboo straws in your home as a replacement for plastic straws.



ROBERT PEMBROKE

"Coffee Can Cause Cancer." That's the other cockamamie scheme that the California do-gooders did when they passed Proposition 65, the Safe Drinking Water and Toxic Enforcement Act, which mandates that restaurants display a warning sign that says "Coffee Can Cause Cancer," even if the amount of the offending chemical that is present is far below the level that is already known to be safe. But, according to a February story in the *Orange County Register*, "Coffee contains acrylamide, which is the naturally occurring chemical that's produced when coffee beans meet hot water, when potato slices meet hot oil or when baked goods go into an oven."

California regulators added coffee to

the list of chemicals "known to cause cancer" which, according to the law, means that if you own a restaurant with 10 or more employees and you don't post the sign, you are subject to a fine of \$2,500 for every exposure to the chemical. Thank God that, so far, Starbucks has not given in. Oh, by the way, both the U.S. Food and Drug Administration and the American Cancer Society have said "that there are currently no cancer types for which there are clearly an increased risk related to acrylamide intake."

Now, I am a great believer in civil disobedience when it comes to unreasonable restrictions about the way I live. Salt Lake City officials passed a law that prohibits smoking in parks. Even though I am not a very good golfer, I do enjoy going out with my friends and playing a round of golf. Guess what? Golf courses are considered by the regulators to be parks and I will continue to smoke on them until my golfing days are over. Please note that if you do visit a Salt Lake City golf course, you will find ashtrays.

The root causes of the American Revolution were the restrictions and laws imposed on the colonists by England. The new Americans opposed taxation, restriction of location, corruption, excessive control, intolerable acts and regulations, plus an unjust

criminal justice system. Of course, we are not now subject to restriction of location and we do have an excellent criminal justice system, but the other root causes of the American Revolution are in still in place.

Robert Pembroke is the former chairman and CEO of Pembroke's Inc. in Salt Lake City. He can be reached at pembroke894@gmail.com.

### ZAKARIA


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retraining efforts. But that doesn't quite have the bite that attacking foreigners and stoking trade conflict does.

Having transformed the party's views on issues as diverse as immigration, fiscal discipline, foreign policy and law enforcement, if Trump wins the battle over trade with his party, he will have won the war. The Republican Party will be history. And given his long-demonstrated preferences in this regard, who knows, he will probably want to rename it the Trump Party.

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

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# 2018 UTAH GENIUS AWARDS


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Val Hale

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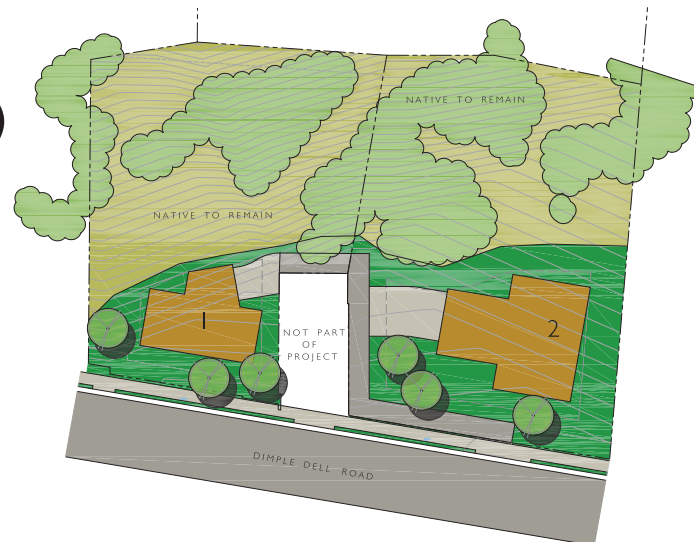
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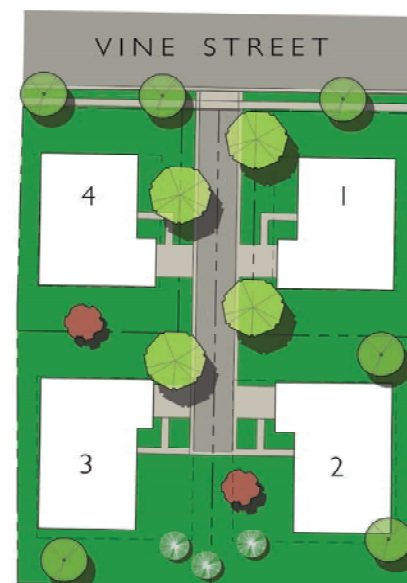
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## EARNINGS

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“While we realized these initiatives would be challenging, the longer-term benefits will strengthen our balance sheet, better retain our customers and provide a more competitive business model,” Pedersen said. “At the end of the year, I would say that we’ve effectively achieved these objectives and gained valuable learnings that will be incorporated in our go-forward strategies and plans.”

### Lipocine

Lipocine Inc., based in Salt Lake City, reported a net loss of \$21 million, or \$1.05 per share, for the full year 2017. That compares with a net loss of \$19 million, or \$1.04 per share, for 2016.

Lipocine is a specialty pharmaceutical company developing products for use in men’s and women’s health using its proprietary drug delivery technologies. Its development pipeline includes TLANDO, LPCN 1111 and LPCN 1107.

The company said that the Bone, Reproductive and Urologic Drugs

Advisory Committee (BRUDAC) of the U.S. Food and Drug Administration (FDA) voted against acceptability of the overall benefit/risk profile to support approval of TLANDO as a testosterone replacement therapy (TRT). The FDA makes the final decision.

“Although we are disappointed with the vote outcome of the BRUDAC, we believe the efficacy and safety of TLANDO are consistent with other FDA-approved TRT products,” said Dr. Mahesh Patel, chairman, president and chief executive officer.

“We are working with the FDA through the remainder of the review process and have submitted two clinical study protocols to the FDA for review. One protocol is for the conduct of an ambulatory blood pressure study and the second protocol is for the conduct of a phlebotomy study to assess the reliability of plain serum tubes for processing blood and obtaining testosterone measurements.”

### Energy Fuels

Energy Fuels Inc., based in Colorado but with operations in Utah, reported a net loss of \$27.8 million, or 39 cents per

## CAREERS



## International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

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

share, for 2017. That compares with a loss of \$39.4 million, or 70 cents per share, for 2016.

Revenue in 2017 totaled \$31 million, down from \$54.6 million in 2016.

Energy Fuels is a uranium mining company supplying major nuclear utilities. One of its three uranium production centers is the White Mesa Mill near Blanding. It is the only conventional uranium mill operating in the U.S.

“2017 was another pivotal year for Energy Fuels,” Mark S. Chalmers, president and chief executive officer, said in announcing the results. “Amidst continued weakness in uranium markets, we became the largest uranium producer in the U.S.,

the culmination of a multi-year strategy for us.”

The company continues to secure new sources of alternate feed materials and to pursue opportunities in the cleanup of abandoned uranium mines “to feed the White Mesa Mill in 2018 and beyond,” he said.

“Vanadium also represents a very interesting opportunity for us. Vanadium prices are up over 400 percent since 2016, and our White Mesa Mill has produced over 45 million pounds during its history, which is over \$500 million at today’s vanadium prices. We are evaluating a number of very short-term opportunities to profit from recent vanadium market strength.”



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