

## Focus



Sponsored by:

# ZIONS BANK

## Opportunity Zone funds could aid state's low-income areas

**Brice Wallace**  
*The Enterprise*

Utah state officials are wading into a new federal program that could put parts of the state in a nationwide competition for \$6 trillion to benefit low-income communities.

The Opportunity Zone program sprang from federal tax reform legislation passed in December and calls for a fund created as a tax incentive for private investors.

"It allows investors to take unrealized capital gains, [and] invest it into a fund to defer their capital gains taxes," Ginger Chinn, managing director for urban and rural business services at the Governor's Office of Economic Development, told the

GOED board at its April meeting. "The idea is that these funds will be invested back into low-income communities to spur economic development and growth."

The Economic Innovation Group, a bipartisan public policy organization, pegs the potential fund amount at over \$6 trillion.

With input from counties, cities and others, state officials passed along a list of possible Opportunity Zones in Utah to Gov. Gary Herbert, who will submit his nominations to the U.S. Treasury. Utah has 181 eligible zones, but the program limits states to nominating 25 percent — that's 46 in Utah, although three zones can abut low-income

see FUNDS page 6



The Ogden Standard-Examiner has been sold, along with its office complex and printing plant, to Ogden Newspapers, a West Virginia-based, family-owned media company. The company also owns the Provo Daily Herald and the Mount Pleasant Pyramid.

## W.V.-based Ogden Newspapers buys Ogden's Standard-Examiner

Ogden Newspapers soon will own an Ogden newspaper.

Ogden Newspapers, a family-owned newspaper company based in West Virginia, will acquire the *Standard-Examiner*, an Ogden-based daily newspaper, from Ohio-based Sandusky Newspaper Group, which has owned the newspaper since 1993.

The sale, expected to close in late May, includes the *Standard-Examiner*; the standard.net website; and the newspaper's office complex, printing plant and related real estate at Business Depot Ogden. Financial terms were not disclosed.

Ogden Newspapers was founded by H.C. Ogden in 1890 when he began publishing *Wheeling News* in West Virginia. The company publishes 45 daily newspapers in 15 states, including the *The Daily Herald* in Provo and *The Pyramid* in Mount Pleasant.

The company also has weekly newspapers, niche publications and printing operations across the country and a maga-

see OGDEN page 18

## Attitude index takes a record plunge in April

After a record high in March, consumer attitudes in Utah slipped a record amount in April, according to the Zions Bank Utah Consumer Attitude Index (CAI).

The index fell to 114.1 in April, with the 15.4-point decrease being the largest since Zions Bank and Cicero Group began tracking consumer attitudes in the state in 2011.

The decrease, the companies said, "suggests Utahns' exuberance has rational limits."

Still, the index is up 1.5 points since April of last year and compares with a national Consumer Confidence Index of 128.7 in April, which is 1.7 points higher than in March and 8.4 percent higher than a year earlier.

"We have seen a leveling-out of expectations in April," said Randy Shumway, chairman and partner of Cicero Group, a Salt Lake City-based strategy and research firm. "I do not think this is Utahns saying things are getting worse. Rather, it appears to be a recognition that the economy has been so strong it is hard to imagine it getting even better. Utah consumers are saying, 'Things are good and we expect the economy to remain that way.'"

The April index put the CAI above 110 for the 23rd consecutive month, marking nearly two years of positive economic sentiment within the state. The month's measure is significant given it comes during a period of increased interest rates, stock market volatility, and significant global economic trade tensions — issues that can affect consumer sentiment broadly.

In April, the Utah Present Situation Index decreased 11 points to 123.2 while the Utah Expectations Index decreased 18.3 points to 108. Seasonal effects are partly responsible for the change, as statewide consumer sentiment has typically decreased from March to April, with March often one of the strongest performing months of the year.

Data from the monthly survey also indicates this month's drop in the index is due to Utahns generally feeling more "normal" about the economy, as opposed to previous levels of significant positivity. Specific areas where expectations decreased include in perceptions of future job availability, household income and general business conditions.

More Utahns indicate that conditions

see CAI page 18



## Former Mattel CEO to head Ancestry

Ancestry, the Lehi-based family history and consumer genomics company, has appointed Margo Georgiadis as CEO and a member of the board of directors. She will join the company on May 10.



Margo Georgiadis

Most recently Georgiadis was CEO of Mattel Inc. and prior to that was president for the Americas at Google Inc.

Georgiadis will succeed Howard Hochhauser, who has served as interim CEO since October 2017 while the board conducted a six-month search for a permanent CEO. Hochhauser will return to his role as Ancestry's chief financial officer and chief operations officer.

"I am thrilled to join Ancestry at a dynamic period of accelerated growth and innovation," said Georgiadis. "Ancestry is incredibly well-positioned for con-

tinued success and rapid expansion, as millions of consumers around the world embark on their journey of self-discovery with us. I am excited to help realize Ancestry's mission to connect the world and enhance our consumers' understanding of who they are and where they come from. In partnership with the world-class Ancestry team, together we will seek to drive the company to new heights."

"Ancestry is at an exciting inflection point as we combine the world's premier online family history service with our market leadership in the hugely attractive and rapidly expanding sphere of consumer genomics," said Tim Sullivan, who served as Ancestry's CEO until September 2017 and is now chairman.

"After an extensive global search, it was clear that Margo is the ideal next leader of Ancestry as the company enhances its strong global position in fast-emerging categories and delivers

unique personalized insights to our millions of current and future consumers," Sullivan said.

In 2017, Ancestry generated more than \$1 billion in revenue, an annual increase of more than 30 percent. The company has sold approximately 10 million AncestryDNA kits to date, reflecting a 115 percent year-over-year increase in sales in 2017.

"On behalf of Ancestry's board of directors and lead investors at Silver Lake, GIC and Spectrum Equity, I am excited to welcome Margo to the company as our next CEO," said Stephen Evans, managing director at Silver Lake, a significant stakeholder in Ancestry, and member of Ancestry's board. "Margo has all of the skills and experience we were looking for with a unique background of successfully driving growth at scale across leading global Internet and consumer-facing businesses, and a strong track record of operating in growth-focused, technology-driven and data-rich environments."

## Creative industry show coming in July

The Mixed Media Event, the creative industry's summer wholesale buying event for independent and online retailers, will take place July 16-18 at the Mountain America Expo Center in Sandy. The event will feature one day of hands-on new product workshops and a two-day trade show. The Association for Creative Industries (AFCI), the premier trade

association for the global creative arts products industry, is hosting the event in conjunction with Sierra Pacific Crafts (SPC), a member-owned cooperative of family-owned industry retailers.

"Our industry research indicates the creative marketplace in the United States is valued at \$36.2 billion and that consumer

participation in creative activities is growing," said Mark Hill, president and CEO of AFCI. "The Mixed Media Event will showcase a broad variety of product categories in this growing industry and enables all retailers, especially independent stores, to learn about and purchase new products leading up to the high-traffic holiday season."

## Jobless rate stays steady

Utah's jobless rate remained unchanged in March at 3.1 percent, according to the latest report from the Department of Workforce Services (DWS). That translates to about 48,500 Utahns still looking for work.

Meanwhile, the national unemployment stayed put at 4.1 percent.

Utah's nonfarm payroll employment for March 2018 grew by an estimated 3.3 percent, adding 48,000 jobs to the economy since March 2017. Utah's currently has 1,501,800 people working.

"The addition of 48,000 jobs to our workforce shows the strength and staying power of Utah's economy," said Carrie Mayne, chief economist at DWS. "Holding our unemployment count under 50,000 is evidence of the alignment between our employers' needs and the skills of our workforce."

Utah's private sector employment grew by 3.7 percent year-over-year with the addition of 44,100 positions. Eight of the 10 private sector industry groups measured in the survey posted net job increases in March, while natural resources and mining lost 100 jobs and other services lost 200 jobs.

The largest private sector employment increases were in trade, transportation and utilities (11,400 jobs); leisure and hospitality (7,200 jobs); education and health services (7,000 jobs); and professional and business services (7,000 jobs). The fastest employment growth occurred in construction (5 percent); leisure and hospitality (5 percent); and trade, transportation and utilities (4.2 percent).

DWS also released U.S. Bureau of Labor Statistics data which show Utah leading the nation for total job growth at 3.3 percent. Utah is also ranked No. 1 for private sector job growth at 3.7 percent, tied with Oregon. The state's unemployment rate ranks No. 11 in the country.

## Gas prices surge to highest level in nearly three years

Gasoline prices — a major expense for many Utah businesses — reached a level above \$3 last week. That's the highest price in nearly three years.

AAA Utah reported that the average price of a gallon of unleaded, regular gasoline went above \$3 last Monday, the highest since July 2015 and up from \$2.39 on Jan. 1 of this year.

At mid-week last week, Utah's average was \$3.04, compared with a national average of \$2.76. A year ago, Utah's average was \$2.48.

"Gas prices in Utah have jumped more than 60 cents since the beginning of 2018, and there's no sign they'll be decreasing as we enter the busy summer travel season," said Michael Blasky, spokesman for AAA Utah. "These price increases are being driven by record demand for gasoline, the highest oil prices in four years and traditional spring season price increases."

Much of the Utah price spike has occurred in the past month. For example, on March 13, the average in Salt Lake City metro region was \$2.32. Last Monday, it was \$2.98 and had climbed to \$3.01 on Wednesday.

AAA's Fuel Gauge Report

last Wednesday had a price of \$3.04 in Logan, up from \$2.55 a month earlier; Ogden, \$3.03, up from \$2.51; Provo-Orem, \$2.99, up from \$2.47; and St. George, \$3.10, up from \$2.66. AAA noted that gasoline in Piute County was averaging \$3.30 per gallon.

AAA attributed the higher prices to three factors. One is that travel demand in April was the highest level ever recorded for the month. The Energy Information Administration's latest data registers consumer gasoline demand at 9.857 million barrels per day.

"That exceeds typical summer demand, and we're still in spring," Blasky said.

Another factor is that the price of oil has jumped since 2017, driving up gasoline costs. Last year at this time, oil was trading at under \$50 per barrel. Now it's nearly \$70.

Lastly were local refinery issues. HollyFrontier's Woods Cross refinery experienced a fire in March, reportedly causing lower rates of production, AAA said.

AAA's Fuel Gauge Report surveys more than 100,000 self-service stations every day nationally. Data is provided in cooperation with OPIS Energy Group and Wright Express LLC.



**McNEIL ENGINEERING™**  
Economic and Sustainable Designs, Professionals You Know and Trust



**Civil Engineering**



**Structural Engineering**

**THE ANSWER**

**For Your Engineering, Surveying, Roofing and Paving Consulting & Landscape Architecture**



**Laser Scanning & Surveying**



**Consulting: Paving, Roofing & Landscape Architecture**

**NEEDS**

Follow Us On:

801-255-7700






[www.mcneilengineering.com](http://www.mcneilengineering.com)

# Study: Salt Lake County contributes mightily to Utah's tourism coffers

It's Southern Utah's canyons, red rocks and arches that seem to have the tourism news value, but it's Salt Lake County that brings in the dough. That's the conclusion of a new report from the Kem C. Gardner Policy Institute at the University of Utah. The numbers illustrate just how significant Salt Lake County's role is in terms of the state's tourism industry.

According to the study, "Economic Impacts of Travel and Tourism in Salt Lake County," 44 percent of the \$8.4 billion spent by visitors in Utah in 2016 was directed toward goods and services in Salt Lake County. That amount — approximately \$3.7 billion of visitor spending — confirms Salt Lake County's status as a primary economic driver of Utah's robust visitor economy.

While the greater Salt Lake City area population is just over one-third of Utah's population (1.1 million), its visitor economy is responsible for more than 40 percent of the state's total visitor-generated tax revenue, bringing in almost \$500 million in state and local option taxes. According to the institute report, that means the visitor economy in Salt Lake County saved each local household an estimated \$1,285 in taxes in 2016.

"To say that we are excited about the information in this report is an understatement," said Scott Beck, president and CEO of Visit Salt Lake. "This report clearly shows the foundational

role of the Wasatch Front in our state's visitor economy. Considering that the Wasatch Front and Wasatch Back counties of Salt Lake, Davis, Weber, Utah and Summit collectively contributed nearly 60 percent of all counties' transient room tax revenue collected in 2016, the new economic calculations likewise indicate their value in Utah's statewide visitor economy."

The release of the study comes on the heels of Visit Salt Lake's annual meeting, where members and key stakeholders celebrated a record year in 2017. The Visit Salt Lake sales team hit a new benchmark with 736,203 hotel room nights booked

in 2017, a 7.5 percent increase over the previous record. That figure is made even more significant as this is the first year in 22 years without room nights booked for the two Outdoor Retailer shows. Outdoor Retailer moved its annual markets to Denver last year.

In addition, 2017 saw the Ski City Super Pass reach record skier days sold with more than 49,000 purchased, a 43 percent increase in skier days resulting in record revenue of \$3.6 million, representing a 52 percent increase in revenue over the prior year. Hotel revenues in Salt Lake County topped \$500 million — a new record — and rental car and restaurant revenues were also at an

all-time high. Visitor spending resulted in more than \$496 million in local and state taxes.

"Salt Lake County's success in attracting tourists, convention-goers and skiers has helped boost employment across the board — from retail stores and restaurants to transportation and performing arts facilities. That adds up to a stronger and more diverse local economy and a revenue stream that we can reinvest in our community," said Salt Lake County Mayor Ben McAdams.

Along with Visit Salt Lake's record bookings, the Kem C. Gardner report further illustrates the economic impact of travel and tourism in Salt Lake County

overall, revealing that Salt Lake County visitor spending supported more than 54,000 total travel and tourism jobs, an 8 percent share of all Salt Lake County jobs and a 37 percent share of total travel and tourism jobs in Utah. Salt Lake County captures a large percentage of Utah visitor airline and car rental spending along with related tax revenues thanks to the Salt Lake City International Airport. As home to the largest convention, meeting and trade show facilities in the state, Salt Lake County attracts a healthy share of the state's meeting and convention visitor spending as well.

Visit Salt Lake is a private, nonprofit corporation responsible for the promotion of the Salt Lake City area. In partnership with Salt Lake County, Visit Salt Lake's mission is to improve the area economy by attracting and providing support to conventions and leisure visitors.



Gatherings such as last year's Comic Con contribute to the tourism revenue of Salt Lake County. A recent Kem C. Gardner Policy Institute study revealed that the county accounts for 44 percent of Utah's \$8.4 billion tourism income.



## DIGITAL SERVICES

*These days, converting online visitors into paying customers takes more than a web presence. It's getting Google to rank you above your competitors. Below are three key services we offer to get you noticed on the web:*

- Content Marketing**

  - **Inbound Marketing**  
We don't just drive more visitors to your site, but visitors ready to do business with you.
  - **Digital Reputation**  
Our exclusive software helps you quickly respond to any negative comments about your business, and at the same time, build more positive customer feedback.
  - **Local Marketing**  
Our *Online Marketing Guide* simplifies tapping into the 85% of consumers who conduct "local" online searches.
- Online Reviews**
- Google My Business**

**To boost your website's bottom line, contact us today!**  
[raycomtech.com](http://raycomtech.com) • 385-232-2464

"Quantifiable results and a proven ROI"



UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:  
**Enterprise Newspaper Group**  
 825 North 300 West, Ste. NE220  
 Salt Lake City, Utah 84103  
 801-533-0556 FAX 801-533-0684  
[www.slenterprise.com](http://www.slenterprise.com)

**PUBLISHER & EDITOR**  
R. George Gregersen

**PRESIDENT**  
David G. Gregersen  
[david@slenterprise.com](mailto:david@slenterprise.com)

**VP/GENERAL SALES MANAGER**  
Dale Dimond  
[dale@slenterprise.com](mailto:dale@slenterprise.com)

**MANAGING EDITOR**  
John M. Rogers  
[john@slenterprise.com](mailto:john@slenterprise.com)

**CONTROLLER**  
Richard Taylor  
[richard@slenterprise.com](mailto:richard@slenterprise.com)

**OFFICE MANAGER**  
Dionne Halverson  
[dionne@slenterprise.com](mailto:dionne@slenterprise.com)

**REAL ESTATE SECTION**  
[david@slenterprise.com](mailto:david@slenterprise.com)

**CIRCULATION**  
Diana Rogers  
[diana@slenterprise.com](mailto:diana@slenterprise.com)

**ADVERTISING INQUIRIES**  
[david@slenterprise.com](mailto:david@slenterprise.com)

**TO CONTACT NEWSROOM**  
[john@slenterprise.com](mailto:john@slenterprise.com)

**ART SUBMISSIONS**  
[art@slenterprise.com](mailto:art@slenterprise.com)

**Subscription Rates:**  
 Online only, \$65 per year  
 Print only, \$75 per year  
 Online and Print, \$85 per year

Any opinions expressed by the columnists are not necessarily the opinions or policy of *The Enterprise*, its owners or managers. Reproduction or use of contents without written consent of the publisher is prohibited. All rights reserved.

© 2017 Enterprise Newspaper Group Inc.  
 Periodical postage paid at Salt Lake City, Utah  
**POSTMASTER:** Send address corrections to:  
 P.O. Box 11778, Downtown Station  
 Salt Lake City, Utah 84147

# WTC Utah: U.S. trade war with China threatens Utah's economy

World Trade Center Utah (WTC Utah) has released results of its analysis that shows if Chinese retaliatory tariffs on U.S. products are implemented, they will have diverse and harmful effects on Utah's economy. In addition to threatening Utah's direct and indirect exports, tariffs will put downward pressure on domestic and international commodity prices and limit expansion opportunities for Utah companies into emerging Chinese markets, the center said in a release last week.

"China is a large export market for Utah and retaliatory tariffs targeted to U.S. products will have a direct and negative impact on statewide industries and local companies," said Derek Miller, president and CEO of WTC Utah. "Because tariffs are passed to consumers, the consequences of the retaliation will be felt across the state."

In 2017, Utah exported nearly \$850 million in value-added goods to China and Hong Kong, the report said. The specific Chinese tariffs threaten over \$60 million — or about 7 percent — of those value-added exports and primarily affect four industries: aluminum recycling, ranchers and beef processing, plastics manufacturing and agriculture.

Data from the WTC Utah found:

- Over 40 percent of Utah's aluminum exports went to China and Hong Kong in 2017. Chinese tariffs on aluminum waste and scrap threaten over \$26 million, more than a third of Utah's alumi-

num exports worldwide.

- Utah exported over \$19 million in beef products to China and Hong Kong in 2017. Chinese tariffs threaten all Utah beef products exported to China, nearly 20 percent of Utah's worldwide beef exports.

- Nearly 14 percent of Utah's \$162 million in plastics exports went to China and Hong Kong in 2017. Chinese tariffs threaten about \$12 million, or 7 percent, of Utah's worldwide plastics exports.

- Chinese tariffs threaten indirect exports of nearly \$20 million in Utah's pork products and \$300,000 in fruit, as estimated by the Utah Department of Agriculture and Food.

The tariffs will also threaten the profitability of companies headquartered in Utah that export products from other states and countries to China and Hong Kong.

The report further found that a decrease in Chinese imports of U.S. products will increase domestic supply and thereby depress prices, thus threatening the profitability of Utah companies. For example, Utah's wheat farmers are likely to see prices decrease domestically and internationally to compensate for the \$350 million in U.S. wheat exports threatened by the tariffs. Utah's transportation equipment sector could experience declining domestic demand for their products as tariffs impact U.S. automotive exports to China, valued at almost \$12 billion in 2017.

New duties on passenger vehicles and smaller, single-aisle planes threaten U.S. automotive and aerospace manufacturers' ability to penetrate emerging Chinese markets. Aerospace manu-

facturing is one of Utah's largest export clusters and includes high-value suppliers of composites and other specialized materials for U.S. aerospace manufacturers. Tariffs imposed on U.S. manu-

facturers threaten their competitive position in one of the world's fastest-growing air travel markets, thereby restricting opportunities for Utah companies that supply those manufacturers.

## CORPORATE FINANCIAL REPORTS

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

### Zions

Zions Bancorporation, based in Salt Lake City, reported net earnings applicable to common shareholders of \$231 million, or \$1.09 per share, for the first quarter ended March 31. That compares with \$129 million, or 61 cents per share, for the same quarter a year earlier.

Net interest income increased \$53 million, or 11 percent, to \$542 million during the quarter. Total noninterest income for the quarter grew \$6 million, or 5 percent, to \$138 million.

Net loans and leases increased \$2.3 billion, or 5 percent, since March 31, 2017, to \$45.1 billion.

Total deposits decreased by \$500 million, or 1 percent, to \$52.96 billion from a year earlier when it was \$53.47 billion.

Zions operates in 11 western states.

"Our first-quarter results reflect continued strong positive operating leverage, with the result that adjusted pre-provision net revenue increased 19 percent over the first quarter of last year, even af-

ter excluding the positive impact of unusually large interest recoveries," Harris H. Simmons, chairman and chief executive officer, said in announcing the results.

"Credit quality is also strong, as nonperforming assets have declined by a third over the past year, while net loans charged-off during the quarter were a modest 0.05 percent, annualized, of total loans and leases. Finally, tax reform reduced the effective tax rate to 23 percent from what has more typically been a rate in the mid-to-low-30-percent range. Business confidence and economic conditions across the western U.S. are strong, and we are optimistic about the year ahead."

### Franklin Covey

Franklin Covey Co., based in Salt Lake City, reported a net loss of \$2.7 million, or 20 cents per share, for the second fiscal quarter ended Feb. 28. That compares with a net loss of \$3.3 million, or 24 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$46.5 million, up from \$42.2 million in the prior-year quarter.

Franklin Covey specializes in organizational performance im-

provement.

"We are excited about the impact which the All Access Pass and 'The Leader In Me' membership subscription offerings are having on the ability of our clients to impact their organizations," Bob Whitman, chairman and chief executive officer, said in announcing the results.

"We are also pleased that the transition to the subscription model continues to accelerate, with subscription and related revenue growing 55 percent in the quarter, and our number of paying subscribers increasing 39 percent to 510,000. We believe that fiscal 2018 represents an important inflection point, where we expect to achieve strong revenue growth, increased gross profit, continued strong gross margins, and a significantly increasing and accelerating flow-through of this revenue to increases in adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) and cash flows under any of a wide variety of revenue growth scenarios."

### ClearOne

ClearOne, based in Salt Lake City, reported a net loss of \$3.6 million, or 43 cents per share, for the quarter ended Dec. 31. That compares with a net loss of \$1.1 million, or 12 cents per share, for the same quarter a year earlier.

The company said the net loss in the most recent quarter was largely caused by the reduction in tax benefits of approximately \$2.6 million due to changes in federal income tax rates effective in 2018.

Revenue in the most recent quarter totaled \$9.3 million, down from \$10.7 million in the year-earlier quarter.

For the full year 2017, the company reported a net loss of \$14.2 million, or \$1.65 per share, on revenue of \$41.8 million. That compares with net income of \$1.4 million, or 27 cents per share, on revenue of \$48.6 million in 2016.

ClearOne designs, develops and sells conferencing, collaboration and network streaming solutions for voice and visual communications.

"Our recently introduced products and the video category of our business continued to make progress in the fourth quarter," Zee Hakimoglu, president and chief executive officer, said in announcing the results.



Save money every day of the week at all six Salt Lake City golf courses

Card holders receive the following benefits:

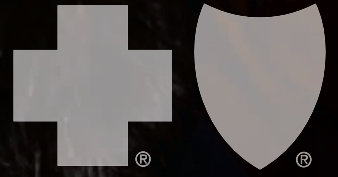
- Reduced green fees at six courses
- First 9-hole round is free
- 30% off range balls all the time
- 10% off pro shop apparel
- Valid for one year from date of purchase

**\$49<sup>99</sup>**

Purchase the card at any SLC golf course.

Visit [slcgolf.com](http://slcgolf.com) for info on 2018 rates and updated program details.

**Bonneville • Forest Dale • Glendale**  
**Mountain Dell • Nibley Park • Rose Park**



# FEARLESS IS BIG BENEFITS FOR SMALL BUSINESS

To compete with big companies for top talent, small businesses need benefit packages that measure up. That's why we offer plans with the most features, flexibility and value on the market today. From embedded, premium-reducing wellness to convenient telehealth care, you'll get the edge you need to recruit and retain the best.



LIVE FEARLESS

REGENCE.COM

# SLC's tight housing market making it especially hard for millennials

Salt Lake City has a tight housing market, and millennials are among those trying to cope with it.

A new report from Realtor.com shows Salt Lake City ranked as the third-toughest housing market for millennials among the largest 60 metropolitan areas in the U.S. with large populations of older millennials.

San Jose, California, was the toughest market, followed by Se-

attle. Salt Lake City was ahead of No. 4 Minneapolis and No. 5 Omaha, Nebraska.

Realtor.com compiled the rankings of the markets based on inventory availability and affordability. It said the report "provides evidence that fast-growing millennial hotspots like Salt Lake City and Omaha are already starting to have the kind of affordability challenges that people have been moving there (in part) to avoid."

qualified Opportunity Zones. If the investor holds the investment in the Opportunity Fund for at least 10 years, the investor would be eligible for an increase in its basis equal to the fair market value of the investment on the date that it is sold.

Thomas Wadsworth, business development and corporate incentives manager at GOED, said the program has been driven by "the Bill Gates of the world," saying they have "funds that they'd love to invest in social projects, but the returns just aren't there. So, this vehicle allows them to put their billions of dollars that's been on the sidelines, basically, into these types of projects."

Still, many questions about the program remain to be answered, said Chinn and Ben Hart, GOED's deputy director. Hart said the federal government pushed out the program "with no guidelines and no technical assistance. ... So, there's a lot of TDB on this."

"We're kind of shooting in the dark here a little bit," Chinn said. "The interesting piece about this is we don't know how this fund is going to work, and I think that when you identify the zones and you don't know all the rules and all of the end game, it's been kind of fascinating a little bit."

The study said the median list price for a home in Salt Lake City is \$394,000, compared to \$280,000 for the U.S. overall. On average, millennials earn \$67,800 annually, compared to the average U.S. millennial salary of \$59,800. Millennials compose 15.5 percent of the total population in Salt Lake City and account for 26 percent of total Realtor.com page views in the area.

The city "offers the perfect blend of city life and the great outdoor for millennial professionals," it said.

"Located just an hour from Park City, residents can spend the morning downtown shopping one of the city's many trendy shopping areas, and be on the slopes by mid-afternoon. However, millennials are struggling to find their place in the hot housing market. Many homes under \$350,000 are getting scooped up instantly by older buyers who often have more money."

Realtor.com said that nationwide, millennials, the largest generation in U.S. history, are colliding with the toughest home buying

season in history.

"Millennials want to buy, but record-low inventory is making it extremely difficult," said Danielle Hale, chief economist for Realtor.com. "Our analysis shows millennials are facing challenges in both established markets such as San Jose and Seattle, as well as more recently popular areas like Omaha and Salt Lake City. Despite the difficulties, first-timers are optimistic and more than willing to weather the challenges this spring has to offer."

All of the top five toughest markets have attracted 25- to 34-year-olds with strong economies and high-paying jobs. Combined, millennials make up a higher share of their population, at 14.6 percent, compared to 13.4 percent for the U.S. Household income among that age group in the five locations is also significantly higher, at roughly \$79,000, compared to the U.S. median of \$59,800. Millennials are very interested in buying a home, accounting for 25 percent of views — higher than any other age group.

But low inventory levels and

high prices are making it tough for those would-be buyers, according to the study. Nationally, inventory is 35 percent lower than in the spring of 2012. Compared to this time last year, active listings remain 8 percent lower, age of inventory is 7 percent lower, and list prices are 8 percent higher.

In the five toughest metros, supply is nearly three times lower than the rest of the country, at 5.7 listings versus 16.1 listings per 1,000 households. Also, listings in these areas are scarcer and selling faster for more money. In those five metros, active listings are 9 percent lower, age of inventory is 13 percent lower, and list prices are 14 percent higher from a year ago.

In San Jose, the median list price is \$1,244,000, compared to \$280,000 for the U.S. overall. Millennials there average \$109,800 in annual earnings, compared to the median U.S. millennial salary of \$59,800. Millennials make up 14.3 percent of the total population in San Jose and account for 24.1 percent of total Realtor.com page views in the area.

## FUNDS

from page 1

zones. Of the 46, 17 are in rural locations and 29 are in urban areas, Chinn said.

The U.S. Department of the Treasury and the Internal Revenue Service on April 9 designated zones in 18 states. Once it receives submissions from states, the Treasury has 30 days to designate the nominated zones.

"I am very excited about the prospects for Opportunity Zones," Treasury Secretary Steven Mnuchin said at the time. "Attracting needed private investment into these low-income communities will lead to their economic revitalization, and ensure economic growth is experienced throughout the nation. The administration will continue working with states and the private sector to encourage investment and development in Opportunity Zones and other economically disadvantaged areas and boost economic growth and job creation."

Qualified zones would retain their designation for 10 years. Investors can defer tax on any prior gains until no later than Dec. 31, 2026, so long as the gain is reinvested in a qualified Opportunity Fund, an investment vehicle organized to make investments in

## Target, AG stores to offer grocery delivery

Alabama-based online marketplace Shipt has partnered with Utah Target stores and a number of grocers owned by Associated Foods to offer same-day delivery of groceries and other home products. The Associated stores that have joined with Shipt include Dick's Market, Dan's, Macey's, Fresh Market and The Honey Bee Produce Co. in Draper. The service will begin on May 1.

Founded in 2014, Shipt is a membership-based service with a cellphone app that gives members the ability to browse, search and shop the in-store assortment of products online. Members can

note preferences, choose a one-hour delivery window and pay for their order, all within the app. Shipt shoppers take care of selecting, bagging and delivering the items. The annual membership grants access to free, unlimited delivery on orders over \$35. Shipt has offered its annual \$99 membership to Utah customers who sign up before the launch for \$49.

In addition to items regularly available from grocery stores, Shipt members will have access to electronics, toys and other products from Target.

"As we continue to grow

across the country, we are committed to offering Utah residents more options to shop for the products they already know and love in an easy-to-use and time-saving way," said Bill Smith, founder and chief executive officer of Shipt. "Through our app, our members have access to everything they need, when they need it, right at their fingertips."

Leading up to the launch, Shipt wants to add more than 750 shoppers across Utah to be part of the team responsible for order fulfillment. Details are available at the company's website, shipt.com.



**FIND YOUR COMPETITIVE KNOWLEDGE HERE.**

WORKFORCE TRAINING AT **SLCC**

slcc.edu/workforce | 801-957-5270 | workforce@slcc.edu

Being wattsmart® helps Smith's Food and Drug keep prices low.

How can we help your business?  
Learn how at [wattsmart.com](http://wattsmart.com).



# Industry Briefs

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

## ARTS/ENTERTAINMENT

The owners of The State Room, a 299-person-capacity live music venue, have announced that the opening of **The Commonwealth Room**, a 700-person venue at 195 W. Commonwealth Ave. (2100 S.), Salt Lake City, will take place May 5. **Chris Mautz** and **Darin Piccoli** say the new venue will provide live-music fans “an environment that will feature a custom sound system, audience platforms with clear sightlines and a separate lobby with a full bar.” Tickets will be sold via Ticketfly, the same vendor as The State Room.

## DIRECT SALES

**Young Living Essential Oils LC**, Lehi, has promoted **Lori Burgher** as its regional president of North America. Burgher has more than 23 years of sales and marketing experience. She joined the company in 2016 as director of marketing and communications and was general manager of Canada. Prior to joining Young Living, Burgher held several positions with Travel Alberta and creative agencies.

## ECONOMIC INDICATORS

**Provo-Orem** is the sixth-worst place in a ranking of “2018’s Best and Worst Places to Start a Small Business,” compiled by **RewardExpert**, a free web service providing smart tools and features that enable users to make more better decisions. The company analyzed 177 metro areas based on 30 data indicators to determine which places across the country give small businesses and startups the best chance to succeed and which ones will present the most challenges. **RewardExpert** said Provo-Orem has an exceptionally low five-year startup survival rate of 45.49 percent. Small-business density and business ownership rates are low, with only 0.06 percent of residents owning a business.

## EDUCATION/TRAINING

The **University of Utah College of Science** recently celebrated the opening of the **Gary and Ann Crocker Science Center** on Presidents Circle. Housed in the historic and newly renovated George Thomas Building, the Crocker Science Center will be the new home to the Henry Eyring Center for Cell and Genome Science, the Center for Science and Math Education, modern classrooms and laboratories for

interdisciplinary science and math education, and a technology incubator space. Gary and Ann Crocker provided a personal lead gift of \$10 million toward the renovation and expansion of the George Thomas Building. The project also received \$34 million from the state of Utah and donations from additional benefactors. University classes started in the Crocker Science Center on Jan. 8 for the spring semester. The building now contains 10 flexible classrooms, including two large teaching spaces in the historic Great Hall. Each of the Great Hall classrooms can accommodate more than 100 students. In addition, a total of seven new teaching laboratories are available to students.

Seven students from **Weber State University’s** John B. Goddard School of Business & Economics have been accepted to a cybersecurity summer fellowship at Carnegie Mellon University, filling many of the estimated 20 spots available in the program. The fellowship, called the “**IT Lab: Summer Security Intensive**,” is a paid, seven-week internship for students interested in pursuing graduate degrees or careers in information security.



Everything for the  
Contractors

We rent the best

4343 Century Drive  
Salt Lake City, UT 84123

801-262-5761

[www.centuryeq.com](http://www.centuryeq.com)



## GOVERNMENT

The **Utah Department of Commerce** has announced that **Thomas A. Brady** has been selected as the new director of the **Division of Securities** and **Jacob Hart** has been promoted to deputy director of the Department of Commerce from the Division of Consumer Protection. Brady has served as Commerce deputy director for the past five years and was previously with the Utah Division of Securities for over three years, both as a securities analyst and as director of enforcement. He has been an expert witness in multiple securities cases, has been designated as a special prosecutor, and has served as an administrative law judge for various boards within

the Department of Commerce. His education includes an undergraduate degree from Brigham Young University with a bachelor of arts in political science. Brady succeeds outgoing director **Keith Woodwell**, who served over nine years with the Division of Securities and has accepted an attorney position with Clyde, Snow and Sessions. Hart has been a legal analyst with the Division of Consumer Protection since August 2015. He graduated from BYU with a bachelor of science degree in economics and earned his Juris Doctor from BYU’s J. Reuben Clark Law School.

The **West Jordan City Council** has named **Kent G. Andersen** as the city’s economic development director and **Rob Wall** as the new city attorney. Andersen succeeds **David Oka** as economic development director. Oka retired in December. Andersen



Kent Andersen



Rob Wall

comes from Layton City, where he served as the economic development manager and the deputy director of community and economic development for the past six years. Prior to that, he was the city planner in Syracuse. His education includes a bachelor of science degree in environmental studies from Utah State University. Wall succeeds **David R. Brickey**, who was appointed city manager in January. Wall worked as the city attorney for Sandy City, assistant city manager and general counsel for South Jordan City, and deputy city attorney and risk manager for West Valley City. Wall also taught for 27 years for the Utah Department of Public Safety and for the Utah Department of Corrections. His education includes a bachelor of arts degree from Brigham Young University.

The **U.S. Department of Labor’s** Wage and Hour Division (WHD) is urging heavy-construction employers in 10 metropolitan Utah counties to participate in a wage survey to help establish prevailing wage rates as required under the Davis-Bacon and Related Acts. WHD is collecting data on wages paid to workers on all heavy construction projects active from Aug. 1, 2016, through Sept. 30, 2017. The survey is not limited to federally funded projects. Without a high level of survey participation, the state’s wage rates will not reflect actual wages,

preventing accurate wage determinations and leading to increased requests for additional classifications, it said. Wage data should be submitted for all projects meeting the criteria, regardless of how they are funded. The 10 counties included in the survey are Salt Lake, Tooele, Box Elder, Davis, Morgan, Weber, Cache, Juab, Utah and Washington. Participants may complete the survey online. All responses must be postmarked by Aug. 31 to be included.

## MANUFACTURING

**Varex Imaging Corp.**, a Salt Lake City-based designer and manufacturer of X-ray imaging components, has appointed **Walter M Rosebrough Jr.** to its board of directors. Rosebrough is president and chief executive officer and a director of STERIS plc. He previously was president and CEO of Coastal Hydraulics Inc., where he continues to serve on its board of directors. Previously, Rosebrough spent nearly 20 years in the health-care industry in various roles as a senior executive with Hill-Rom Holdings Inc., including president and CEO of Support Systems International and president and CEO of Hill-Rom.

## BEST KEPT SECRET IN UTAH.

Wire rope is where we started.

One of the largest shops in the Intermountain West. Slings made to your specifications. Our staff has over 60 years of experience.



3333 West 2100 South  
Salt Lake City, Utah 84119  
(801) 972-5588

[www.rasmussenequipment.com](http://www.rasmussenequipment.com)

## PRODUCTS/ RECREATION/SPORTS

**Snowbasin Resort** has appointed **Davy Ratchford** as general manager. Ratchford succeeds retiring general manager **John Loomis**. Ratchford’s experience includes serving as the senior director of marketing and strategic alliance at Park City Mountain and as the director of marketing at Vail Mountain in Colorado



Davy Ratchford

and Northstar Resort in California. Ratchford attended the University of Utah.

**James Coleman**, managing partner of **Mountain Capital Partners**, recently announced that his company is entering into an operating agreement with **Skyline Mountain Base LLC** to manage and operate **Nordic Valley Ski Resort** in Eden. Skyline Mountain Base is a group of U.S. and European investors.

## PHILANTHROPY

**Smith’s Food & Drug Stores** has donated 15 pallets of new apparel and shoes to several local nonprofit organizations in the Salt Lake Valley. The donation of reclamation clothing for children and adults supports the company’s visionary “Zero Hunger | Zero Waste” plan, aimed at ending hunger and eliminating waste across the company by 2025. The nonprofits include **The Road Home**, **Catholic Community Services**, **Volunteers of America** and **Granite Education Foundation**. The donation of 13,527 items of new clothing for men, women and children and 1,384 pairs of shoes from Smith’s has a retail value of \$331,662 and will help meet the basic clothing needs of many homeless and impoverished people.

**Ivory Homes** has announced an initiative to plant 30,000 trees in Utah. The announcement was made in conjunction with Earth Day. The initiative will include partnerships with **TreeUtah**, the **Utah Clean Air Partnership** (UCAIR), groups of Ivory homeowners and residents throughout the state. Ivory Homes is inviting people from across the state to submit ideas and proposals for significant planting projects and locations at [www.ivorygreen.com](http://www.ivorygreen.com). A total of 20,000 trees will be gifted to the community at large with an additional 10,000 trees planted in new and existing Ivory Homes’ communities. The first significant community planting will take place this October with approximately 1,500 trees. This will be in addition to the more than 1,000 trees that will be planted this year in Ivory Homes’ communities.

## REAL ESTATE

**Primary Residential Mortgage Inc.**, Salt Lake City, has hired **Ronnie Chinchilla** as manager of the **PRMI Giving Network**. The network’s mission is to “help transform communities across



Ronnie Chinchilla

see BRIEFS next page



# Industry Briefs

from previous page

the globe and to inspire and create real change through nutrition, service and education.” Chinchilla previously worked as a field coordinator for Habitat for Humanity-Guatemala. During his time there, he hosted a group of PRMI employees who volunteered with Habitat for Humanity.

## RECOGNITIONS

• **Phil Thompson**, chairman of the board of Industrial Supply Co., Salt Lake City, recently was presented the **John J. Buckley Lifetime Achievement Award** by the **Industrial Supply Association** (ISA). The award was presented at the 2018 American Eagle Awards at the ISA convention in Baltimore.



Phil Thompson

The award is presented to recognize people in the maintenance, repair, operations and production (MROP) channel for longstanding service in the industrial supply industry. Thompson spent his entire business career working for Industrial Supply Co., nearly 50 years in total. He started in the warehouse and held a variety of jobs, from driver to sales team manager. Eventually he became president and CEO, positions he held from 1979-2008.

• The **Utah Manufacturers Association** and **Utah Mining Association** recently presented companies with safety awards. Recipients of the Utah Manufacturers Association’s **2018 Workplace/Worksafe Safety Awards of Excellence**, for outstanding performance in creating a safe workplace environment, are **Cleasby Manufacturing of Utah**, **Futura Industries**, **Hunt Electric**, **Mechanical Service & Systems Inc.**, **MityLite**, **Owens Corning’s Nephi Plant**, **Post Consumer Brands**, **Sleep Number**, **SnugZ USA Inc.**, **Spring Works Utah**, **Treehouse Foods (Lofthouse)** and **Valley View Granite**. The Utah Mining Association’s **2018 Safety Awards for 2017 Performance** were presented to **American Gilsonite**, **Canyon Fuel Co.** (Dugout Canyon Mine and Castle Valley Prep. Plant), **Energy Fuels Resources (USA) Inc.**, **Garymont** (Cricket Mountain), **Lisbon Valley Mining Co.** (Lisbon Valley Mine and Processing Group) and **Materion Natural Resources Service Companies** receiving honors are **Bodell Construction**, **Brahma Group Inc.**, **Komatsu**

**Equipment Co.**, **Norwest Corp.**, **Strata Worldwide**, **W.W. Clyde & Co.** and **Wheeler Machinery Co.**

• **Health Catalyst**, a Salt Lake City-based data analytics, decision support and outcomes improvement company, is one of 39 companies to receive the **2018 Gallup Great Workplace Award**, which recognizes organizations for their ability to “create engaged workplace cultures that drive business outcomes.” First named to the list in 2016, Health Catalyst remains the only healthcare technology company and one of the few technology companies of any kind to win the award, which premiered in 2007.

• **HyPerComp Engineering** and **S&S Worldwide** recently were presented the **Vanguard in International Business Award** at the **Cache Valley Business Summit**. The awards were presented by **World Trade Center Utah** in partnership with the **Department of Workforce Services** based on the companies’ success in international exporting within Box Elder, Rich or Cache counties. HyPerComp Engineering designs and fabricates composite-wrapped, high-pressure vessels. It exports to Germany, the United Kingdom, Thailand and Japan, with 10 percent to 30 percent of its business generated internationally. S&S Worldwide, which opened a new facility in April, manufactures vertical and family thrill rides.

• **Salt Lake Mayor Jackie Biskupski** recently announced the winners of the **Mayor’s Artists Awards**, which will be presented



Ann Poore



Kerri Hopkins



Joe Marotta

in conjunction with the Utah Arts Festival on June 22 at Washington Square. The award was created more than 25 years ago to honor individuals and organizations who have made a positive impact to the creative community of Salt Lake City. Recipients are **Ann Poore**, **Literary Arts**; **Utah Arts Alliance**, **Service to the Arts (Organization)**, **Kerri Hopkins**, **Service to the Arts (Individual)**; and **Joe Marotta**, **Arts Education**.

• **Peak Capital Partners**, a Provo-based apartment investment and management company, has been named by the **National Multifamily Housing Council** to the **2018 NMHC 50**, the annual ranking of the nation’s largest apartment owners. The company started with a single acquisition in 2009 and now provides affordable housing to more than 21,000 families across the U.S. NMHC partnered with **Kingsley Associates**, a real estate research and consulting firm, in determining rankings of the 2018 NMHC 50. Apartment owners were ranked based on their portfolio holdings as of Jan. 1, 2018.

## ASSOCIATIONS

• **NACM Business Credit Services**, Salt Lake City, has

named **Rebecca Mullins** of Ferguson Enterprises as the chairperson of its board of directors. Other new board officers are **DeAnna Leahy**, Sunroc Corp., vice chairperson, and **D’Ann Johnson**, Roofers Supply, as treasurer. Newly elected board members are **Kelly Passey**, Plastic Specialties, and **Whitney Davidson**, Sunroc Building Materials. NACM Business Credit Services is an affiliate of the National Association of Credit Management (NACM) and is an advocate for business credit and financial management professionals.



Rebecca Mullins

## TECHNOLOGY/LIFE SCIENCES

• **Control4 Corp.**, Salt Lake City, has promoted **JD Ellis** to general counsel. Ellis joined the company in 2009 and has years of in-house legal experience,



JD Ellis

representing and providing legal counsel to technology and emerging growth companies. Prior to the promotion, he was assistant general counsel. Ellis previously was legal counsel to Ivanti (formerly LANDesk Software). His education includes a bachelor’s degree in economics from Brigham Young University. **Greg Bishop**, who previously served as general counsel for Control4, has decided to leave the company to pursue other endeavors.

**GetReadyNow™**  
Empower People To Be Their Own Hero.

People and Pet Kits for any Emergency.  
(Personal Car Kit Shown)

**Because You Never Know!**

Extend Employee Safety Beyond the Workplace.

ADD GEAR  
LOGO CUSTOMIZATION  
REMOVE GEAR

ADD COMPANY SWAG  
BUILD YOUR OWN  
MIX & MATCH PACKS

More than a gift or award...  
A gesture that you really care!

Available through Amazon or at [GetReadyNow.com](http://GetReadyNow.com)

BUILD CULTURE • SHOW APPRECIATION • EXTEND YOUR BRAND • 1-800-325-3206

Now more businesses  
in more places can

**Dream Gig.**



Building America's largest  
**Gig-speed** network.

The phone company promises Gig-speed but can only provide it to a few customers. Comcast Business makes Gig-speed available to more businesses in more places. That's download speeds up to 20 times faster than most people have—all at an affordable price. Go ahead, Dream Gig.

**DREAMGIG.COM**

**COMCAST  
BUSINESS**

**BUILT FOR BUSINESS**

Restrictions apply. Gig speed may not be available in your area. Connection type, device capabilities, and other factors affect speed. Actual speeds vary and are not guaranteed.  
© 2018 Comcast. All rights reserved.

# Calendar

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

## April 30, 9-11 a.m.

**National Small Business Week Utah Kick-Off**, a U.S. Small Business Administration Utah District Office information expo and networking event with the Governor's Office of Economic Development. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## May 1, 7:30-9 a.m.

**"Effective Delegation: Making Room in Your Business for Unlimited Growth,"** a collaboration between the Women's Business Center and the Utah Women's Networking Group. A panel of women business owners will discuss how effective delegation allowed them to invest more time in working on growing their business instead of being busy with daily tasks that can be handed off to capable and trusted staff. Location is Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$40. Details are at [slchamber.com](http://slchamber.com).

## May 1, 7:30 a.m.-4:30 p.m.

**"U.S. Export Controls & Trade Sanctions: How to Comply with Dual-Use and Defense Article/Services Regulations and Trade Sanctions,"** presented by the U.S. Commercial Service, Holland & Hart, World Trade Center Utah and the Utah Manufacturers Association. Speakers include Dave Glynn, Jason Prince and Lizbeth Rodriguez-Johnson, all of Holland & Hart; Naomi Morrow, special agent, U.S. Department of Commerce, Bureau of Industry and Security, Office of Export Enforcement; Scott Olsen, Moog Inc.; Shelby Peterson, Utah Export Assistance Center, U.S. Commercial Service; and Karl Schmae, FBI special agent. Location is Holland & Hart LLP, 222 S. Main St., Salt Lake City. Cost is \$55. Details are at [wcutah.com](http://wcutah.com).

## May 1, 8-11:30 a.m.

**"Performance Documentation Skills,"** 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).

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

**Business Alliance Network-**

**ing Luncheon**, a Davis Chamber of Commerce event. Location is BoondocksFunCenter, 525 Deseret Drive, Kaysville. Free. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## May 2, 7:30-9 a.m.

**Early B.I.R.D. Business Primer**, an Ogden-Weber Chamber of Commerce event. Speakers from Eide Bailly will discuss "Tax Reform: What It Means for You." Location is the Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

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

## May 2, 8:45-11:30 a.m.

**"National Small Business Week Utah + 1 Million Cups Business Brainstorm,"** a U.S. Small Business Administration (SBA) Utah District Office event. The SBA, Sustainable Startups, Investable, the Sandy Area Chamber of Commerce and others will discuss business ideas. 1 Million Cups is designed to educate, engage, and connect entrepreneurs with resources and peers around their communities. Location is 1 Million Cups, 150 W. Commonwealth Ave., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## May 2, 11:30 a.m.-1 p.m.

**"Doing Business In China,"** a World Trade Center Utah event, in partnership with U.S. Commercial Service. Speaker Scott Pozil, principal commercial officer at the U.S. Embassy in Beijing, China, will present a market overview and discuss business opportunities in China. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free. Details are at [wcutah.com](http://wcutah.com).

## May 2, 11:30 a.m.-1 p.m.

**Strictly Networking Luncheon**, a West Jordan Chamber of Commerce event. Location is Brickstone at Embassy Suites, 10333 South Jordan Gateway, South Jordan. Free (pay if ordering from the menu). Details are at

[westjordanchamber.com](http://westjordanchamber.com).

## May 2, 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).

## May 2, noon-1 p.m.

**"Lessons Learned" Series**, an Urban Land Institute (ULI) Utah event. Speaker is Natalie Gochnour, associate dean at the David Eccles School of Business at the University of Utah and director of the Kem C. Gardner Policy Institute. Location is Phillips Edison, 222 S. Main St., No. 1730, Salt Lake City. Cost is \$15 for members, \$20 for non-members. Details are at [utah.uli.org](http://utah.uli.org).

## May 2, 5-9 p.m.

**New American Dream Lab**, designed for all new American business owners and aspiring entrepreneurs to strengthen their skills and network to grow a successful business in Utah. Event will include a general session, breakout workshops, and voting in a live grant pitch competition. Location is Impact Hub Salt Lake, 150 S. State St., No. 1., Salt Lake City. Cost is \$10. Details are at [slchamber.com](http://slchamber.com).

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

**"Power Principles: Success in Business Development, Influence and Relationships,"** a Salt Lake Chamber interactive training event. Presenter is Matt Lewis, founder of Altius Leadership. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$30. Details are at [slchamber.com](http://slchamber.com).

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

**Monthly Lunch**, a Murray Area Chamber of Commerce event. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Details are at [murraychamber.org](http://murraychamber.org).

## May 3, 4:30-6:30 p.m.

**National Small Business Week Utah Awards Reception**, a U.S. Small Business Administration Utah District Office event. Keynote speaker is Derek Miller, president of the Salt Lake Chamber. Networking begins at 4:30 p.m. Ceremony begins at 5 p.m. Location is Zions Bank, 1 S. Main St., Founders Room, 18th floor, Salt Lake City. Cost is \$20. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## May 3, 6-7:30 p.m.

**"Start Smart: Starting a Business,"** 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>.

## May 4, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker Craig Burnett, Murray City police chief, will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free, and open to the public (no cost unless ordering from the menu). Details are at [murraychamber.org](http://murraychamber.org).

## May 4, 8-10 a.m.

**Friday Forum**, a Utah Valley Chamber event. Location is Zions Bank Building, 180 N. University Ave., Provo. Details are at [thechamber.org](http://thechamber.org).

## May 4, 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>.

## May 4, 8:30-11:30 a.m.

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

## May 7, 8 a.m.-3 p.m.

**Small Business Day Conference**, presented by SCORE Salt Lake in honor of Small Business Week. Event features workshops and networking. Theme is "Strengthening Your Business Connections." Location is Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Details are at [https://on.spingo.com/e/SCORE\\_Small\\_Business\\_Day](https://on.spingo.com/e/SCORE_Small_Business_Day).

## May 8, 7:45-9 a.m.

**Breakfast Meeting**, an ACG (Association for Corporate Growth) Utah event. Speaker is Jim Kearns, vice president of finance and chief financial officer at AlSCO Inc. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at [www.acg.org/Utah](http://www.acg.org/Utah).

## May 8, 8-10 a.m.

**Management Safety Leadership and Responsibility**, a Women in Safety event. Presenter Kevin Robison will discuss ways the safety and health professional can engage the management team in the safety and health pro-

cess. Location is the Utah Safety Council office, 1574 W. 1700 S., Salt Lake City. Free. Details are at [utahsafetycouncil.org](http://utahsafetycouncil.org).

## May 9, 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).

## May 9, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce networking event. Location is Weber Basin Water Conservancy Learning Garden, 2837 E. Highway 193, Layton. Free for chamber members and first-time guests, \$10 for non-members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## May 10-11

**"HIPAA Compliance for Small Healthcare Providers,"** presented by researchandmarkets.com. Event is designed for small healthcare providers struggling to meet HIPAA compliance requirements. Location to be announced. Cost is \$1,495. Details are at [researchandmarkets.com](http://researchandmarkets.com).

## May 10, 7:30 a.m.-3 p.m.

**2018 Partners Golf Outing**, an Ogden-Weber Chamber of Commerce event. Breakfast is at 7 a.m., tee time is 8 a.m. and lunch is 1 p.m. Location is The Barn Golf Course, 305 W. Pleasant View Drive, Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## May 10, 8 a.m.-3:30 p.m.

**"Orientation/Onboarding: Building a Positive Connection From Day One,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at [employerscouncil.org](http://employerscouncil.org).

## May 10, 9 a.m.-noon

**Ambassador's TopGolf Tournament**, a West Jordan Chamber of Commerce event. Location is TopGolf, 920 Jordan River Blvd., Midvale. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## May 10, 4-6 p.m.

**"How to Raise Money,"** a VentureCapital.org event. Location is Tanner LLC, 36 S. State St., No. 600 Catalyst Room, Salt Lake City. Cost is \$15. Details are at [Eventbrite.com](http://Eventbrite.com).

**CALENDAR**

from page 11

**May 10, 5:30-6:30 p.m.**

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

**May 10, 6:30-8 p.m.**

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

**May 11, 7:45-9 a.m.**

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

**May 11, 8:30 a.m.-4 p.m.**

**Utah Veteran Business Conference 2018**, presented by the Utah Veteran Owned Business Partnership and connecting veteran entrepreneurs and business owners with the resources they need to be successful in the marketplace. Keynote presentation is by Mark Eaton, former NBA All-Star, motivational speaker, entrepreneur and author. Location is Salt Lake Community College's Larry H. Miller Campus, Karen Gail Miller Conference Room, 9750 S. 300 W., Sandy. Cost is \$30. Sponsorships are available. Details are at [slchamber.com](http://slchamber.com).

**May 14-15**

**2018 Governor's Energy Summit**, with the theme "Crossroads of Global Innovation." May 14 features a 3-5 p.m. lecture series titled "The Climate of Action." May 15 features a trade show, keynote presentations and panel discussions, eight breakout sessions, networking and a closing reception. Speakers include Astronaut Randolph "Komrade" Bresnik; Peter Huntsman, chief executive officer of Huntsman Corp.; Steve Zaffron, founder and leader of Vanto Group and author of *Three Laws of Performance*; and Olga Loffredi, chief executive officer of Vanto Group. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird registration is \$129. May 14 lecture series only is \$49. Details are at [www.governorsenergysummit.com](http://www.governorsenergysummit.com).

**May 15, 8-11:30 a.m.**

**"Retaining and Engaging Employees: What Employees**

**Really Care About,"** 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).

**May 15, 9 a.m.-4 p.m.**

**"Power Women Summit: Clarity, Productivity & Influence,"** a first-ever event featuring general sessions and panel discussions. Location is Mountain America Exposition Center, 9575 S. State St., Sandy. Cost is \$299. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**Business Women's Forum.** Janet Jorgensen, publisher at SagaCity Media, will discuss "Personal Brand Building for Non-Marketers." 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).

**May 15, 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).

**May 16, 8 a.m.-3 p.m.**

**Fourth Annual UTWNG/Sandy Chamber Women's Group Charity Golf Tournament**, presented by the Utah Women's Networking Group (UTWNG) along with the Sandy Chamber Women's Group and benefiting the Junior League of Salt Lake City. Shotgun start is at 8 a.m. Location is Old Mill Golf Course, 6080 S. Wasatch Blvd., Holladay. Cost is \$99, \$350 for a foursome, \$25 for lunch only. Sponsorships are available. Details are available at (801) 824-2600.

**May 16, 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).

**May 16, 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).

**May 16, 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>.

**May 16, 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>.

**May 17 and 24, 8 a.m.-4 p.m.**

**"Supervisory Skills: Taking It to the Next Level,"** an Employers Council event taking place over two consecutive Thursdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$310. Details are at [employerscouncil.org](http://employerscouncil.org).

**May 17, 8:30 a.m.-12:30 p.m.**

**"Build a Website Day,"** a Cottonwood Heights Business Association event. Web and content designer Paula Sageser will help you build a website for your small business. Attendees are asked to acquire a domain name and website hosting before the event and bring their own computer. Location is Cottonwood Heights City Hall, 2277 E. Bengal Blvd., Cottonwood Heights. Cost is \$20. Details are available by contacting [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov).

**May 17, 9-10:30 a.m.**

**"Doing Business in Taiwan and South Korea,"** a World Trade Center Utah event, in partnership with the U.S. Commercial Service. The seminar will feature a market overview that will discuss business opportunities in Taiwan and South Korea followed by a panel that will feature experts who can share their experiences about entering or expanding into Taiwan/South Korea markets. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Details are at [wtcutah.com](http://wtcutah.com).

**May 17, noon-1:30 p.m.**

**"Smarter Growth: Aligning Infrastructure, Land Use and Economic Development,"** presented by Salt Lake Chamber and the Utah Transportation Coalition. Panelists are Carlos Braceras, executive director of UDOT; Cameron Diehl, executive director of the Utah League of Cities and Towns; Theresa Foxley, president and chief executive officer of the Economic Development Corporation of Utah; Chris Gamvroulas, president of Ivory Development; Andrew Gruber, executive director of the Wasatch Front Regional Council; and Utah Rep. Brad Wilson. Location is the

Salt Lake Chamber, 175 E. 400 S., No. 600, Salt Lake City. Cost is \$20. Details are at [slchamber.com](http://slchamber.com).

**May 19, 9 a.m.-5 p.m.**

**Big Mountain Data Conference**, presented by Utah Geek Events. Location is Newmont University, 143 S. Main St., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

**May 21**

**Utah Manufacturers Association Golf Tournament.** Event has registration at 7 a.m., followed by 8 a.m. shotgun start. Location is Stonebridge Golf Course, 4415 W. Links Drive, West Valley City. Cost is \$130 for single golfer, \$500 for foursome. Sponsorships are available. Details are at <https://umaweb.org/event/golf-may-21st/>.

**May 22, 8 a.m.-1 p.m.**

**30th Annual Employment Law Seminar**, presented by Parsons Behle & Latimer. Topics include diversity and inclusion in the workplace, sexual harassment, employee handbooks, ADA issues, workplace dating policies, job descriptions and trade secrets. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$125. Details are at <http://www.parsonsbehle.com/emp-seminar>.

**May 22, 9 a.m.-3 p.m.**

**Valley Vision Summit**, in which the Utah Valley, Payson/Santaquin, Spanish Fork/Salem and Lehi Area chambers of commerce bring together civic and elected officials with business owners and leaders to plan for the valley's future. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Cost is \$50. Details are at [thechamber.org](http://thechamber.org).

**May 22, 9 a.m.-noon**

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

**May 22, 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).

**May 23, 8-9:30 a.m.**

**Women in Business "Silent Hero" Breakfast**, a ChamberWest event in partnership with the Granite School District and eighth-grade classes of Kearns, West Lake STEM and Valley junior

high schools. Students participate in a "Silent Hero" essay contest recognizing special people impacting their lives. Location is Granite Education Center, 2500 S. State St., Room D102, Salt Lake City. Cost is \$25 before May 15, \$30 for nonmembers or at the door. Details are at <https://chamberwest.com/events/details/women-in-business-silent-hero-breakfast-520>.

**May 23, 8-9:30 a.m.**

**Chamber Launch**, a Salt Lake Chamber networking event. Location is the chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [slchamber.com](http://slchamber.com).

**May 23, 8-9:30 a.m.**

**Legal Breakfast Briefing Series: "Protecting Your Company and Your Employees from Cyber Threats,"** an Employers Council event. 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).

**May 23, 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).

**May 23, 3-5 p.m.**

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

**May 23, 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://www.sba.gov/tools/events>.

**May 24, 11:30 a.m.-1 p.m.**

**Multi-Chamber Luncheon**, a ChamberWest event including the Southwest Valley, South Jordan, West Jordan, Murray Area and South Salt Lake chambers of commerce. Speaker is Maj. Gen. Jeff Burton, adjutant general and commander of the 7,300 soldiers and airmen of the Utah National Guard. Location is Jordan Valley Water Conservancy Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20 for members with RSVP. Details are available by calling (801) 977-

see CALENDAR next page

**CALENDAR**

from previous page

8755 or emailing chamber@chamberwest.com.

**May 24, 5-7 p.m.**

**Business After Hours**, a Salt Lake Chamber event. Location is Mountain West Hard Cider, 417 N. 400 W., Salt Lake City. Cost is \$7 for early-bird members, \$10 for members the week of the event, \$15 for nonmembers. Details are at slchamber.com.

**May 24, 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>.

**May 24, 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>.

**May 24, 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>.

**May 25, 8 a.m.-6 p.m.**

**Free Co-Working Friday**, an Impact Hub event. Location is Impact Hub, 150 S. State St., Salt Lake City. Details are at <https://hubsaltlake.com/>.

**May 30-June 1**

**2018 Western Pathways Conference**, organized and hosted by the Global Pathways Institute at Arizona State University, in partnership with the Utah Governor's Office of Economic Development, Business-Higher Education Forum, Education Commission of the States, and the Colorado Business Roundtable. Conference is focused on an issue central to the future of our economy and society: how to build an education and workforce development system that will prepare all young adults for careers leading to economic independence. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. General registration cost is \$495. Details are at <https://www.westernpathways.com/>.

**May 30, 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).

**June 1, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker Craig Burnett, Murray City police chief, will discuss "Crime Prevention in Murray City." Location is Mimi's Café, 5223 S. State St., Murray. Free, and open to the public (no cost unless ordering from the menu).

**June 1, 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>.

**June 1, 8-10 a.m.**

**Friday Forum**, a Utah Valley Chamber event. Location is Zions Bank Building, eighth floor, 180 N. University Ave., Provo. Details are at [thechamber.org](http://thechamber.org).

**June 1, 8:30-11:30 a.m.**

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

**June 2, 8 a.m.-4 p.m.**

**Utah Podcast Summit 2018**, designed to teach how to create and broadcast a first podcast or take an existing podcast to the next level. Workshop will feature a basic and advanced track. Topics include "How to Get Started," "Learn to Engage Your Audience" and "How to Make Money." Location is Salt Lake Community College, Larry H. Miller Campus, Miller Free Enterprise Center, 9750 S. 300 W., Sandy. Cost is \$60 in advance, \$75 at the door. Registration can be completed at <https://spedregistration.com/events/podcast-summit-2018>.

**June 4, 7 a.m.-2 p.m.**

**Chamber Champions Golf 2018**, a Utah Valley Chamber event. Shotgun start is at 8 a.m. Lunch is at 12:30 p.m. Location is Riverside Country Club, 2701 N. University Ave., Provo. Cost is \$1,500 for a foursome, \$450 for single members, \$600 for single nonmembers. Sponsorships are available. Details are at [thechamber.org](http://thechamber.org).

**June 5, 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).

**June 6, 7:30-9 a.m.**

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

**June 6, 8 a.m.-2 p.m.**

**Utah Technology Innovation Summit**, hosted by the Utah Science and Technology Research (USTAR) Initiative. Event features plenary sessions; breakout sessions on "The Future of Autonomous Systems," "Securing Funding and Strategic Partnerships," "Best Practices for Effective Governance" and "The Role of Government in Innovation"; and the 2018 Governor's Medal for Science and Technology awards ceremony. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Details are at [utahinnovationsummit.org](http://utahinnovationsummit.org).

**June 6, 8:30-10 a.m.**

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber seminar taught by Deb

see **CALENDAR** page 15

# ONE Can Make A Difference

Nationwide for 70 years, in ONE community after another, the Arthritis Foundation has taken colossal steps to conquer arthritis.

Salt Lake City Walk to Cure Arthritis

**Saturday, May 5th**

Murray Park - 10 a.m.

5k walk

**WALK**  
to **CURE**  
**ARTHRITIS**<sup>®</sup>

**FREE Registration at [walktocurearthritis.org/SaltLakeCity](http://walktocurearthritis.org/SaltLakeCity)**

For Sponsorship opportunities, please call 801-713-5720

Locally Sponsored by

**THE Enterprise**  
UTAH'S BUSINESS JOURNAL

Walk to Cure Arthritis<sup>®</sup> National Sponsors

Presenting Sponsor

**AMGEN**<sup>®</sup>

Signature Sponsor

**abbvie**

  
Bristol-Myers Squibb

 **Arthritis Foundation**<sup>®</sup>

## CONSTRUCTING UTAH - SPONSORED BY BIG-D CONSTRUCTION

# Preserving the Historic Footprints of Our Communities

For 50-years, Big-D Construction has provided Design-Build, General Contracting, and Construction Management services to customers from a variety of industries. Headquartered in Salt Lake City, Utah, with regional offices across the country, Big-D has an expansive historic renovation portfolio that includes some of the most iconic buildings in the State of Utah such as the Salt Lake City and County Building, the O.C. Tanner Flagship Store, the Salt Lake City Temple, and Lindquist Hall at Weber State University.



An architectural rendering depicting the renovation of the Weber State University Social Science Building (Courtesy of GSBS Architects).

Founded in 1889 as Weber Stake Academy, Weber State University serves more than 26,000 students at its main campus in Ogden, Utah. For those who live in Northern Utah, Weber State University is a local's treasure rich with history and innovation.

Located near the heart of campus, is Weber State's Social Science Building. The building has welcomed students and faculty for more than 40 years and houses all 12 departments and programs in the College of Social & Behavioral Sciences. After 40 years though, the Social Science

Building could not stop the hands of time and in the last few years, its age started to hinder classroom and learning activities. With roughly 4,500 students utilizing the building every single day, the Social Science Building was in dire need of a makeover, complete with seismic upgrades and a sustainable footprint. In May of 2017, the classrooms and hallways saw its last cohort of students and a \$35 million renovation project would commence with Big-D as the general contractor. Renovation projects of this caliber is a delicate process that begins before construction teams

mobilize to the site. Big-D Construction utilized lidar scanning of the existing structure, as well as Building Information Modeling, or BIM, to create 3D images of critical systems, such as the interior mechanical and electrical systems. Using these models, construction crews could then carefully strip the building to its reinforced concrete frame and foundation without disrupting these systems.

Weber State University wants the new Social Science Building to remain true to its roots while facilitating an innovative environment for future generations of students. The name of the building will change to Lindquist Hall - a nod to a generous donation from longtime university advocate and contributor

John E. Lindquist.

In addition to the renovation, the new Lindquist Hall will have a new three-story glass lobby that will be added to the main entrance of the building. A grand staircase will welcome students and guests to the building, and provide panoramic (and what University officials call "showstopper") views of Utah's backyard. In the basement of the building, will be study pods that will create an engaging environment for students.

When the renovation is complete later this year, Lindquist Hall will include 34 classrooms, 10 different suites for department offices with 72 faculty offices and six adjunct office areas, a testing center and computer lab.



LiDAR Scanning and Building Information Modeling were used to map critical systems inside the building.

## REDUCING WASTE & ENERGY CONSUMPTION DURING CONSTRUCTION

Weber State is seeking a Leadership in Energy and Environmental Design (or LEED) Silver Certification for the project. During the demolition of the exterior of the structure, Big-D recycled **more than 95%** of materials stripped from the old Social Science Building. These materials included asphalt, concrete, brick, metal, and the drywall.

In addition, Big-D is installing several Geothermal wells that will supplement the heating and cooling of the building, as well as neighboring buildings on campus. New windows are being installed as part of the renovation, adding more natural light into the building. The University estimates that Lindquist Hall, once the building opens to students in early 2019, will use about 60% of the energy the old building consumed.



During demolition of the existing building, Big-D recycled more than 95% of the materials.

## CALENDAR

from page 13

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

### June 7, 8 a.m.-3 p.m.

**29th Annual Employment Law Update Conference**, an Employers Council event. Seminar topics will include "Legal and Legislative Update: The Year in Review"; "The Smart Workplace and What It Means for You"; "Workplace Investigations"; "Cultivating Kindness"; "Building a Culture that Rejects Harassment" and "How to Become an Effective Workplace Negotiator." Location is Sheraton Hotel, 150 W. 500 S., Salt Lake City. Cost is \$185. Details are at employerscouncil.org or by calling (801) 364-8479.

### June 7, 6-7:30 p.m.

**"Start Smart,"** a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S.,

Orem. Details are at <https://utahsbdc.org/trainings>.

### June 8, 7:45-9 a.m.

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

### June 8, 11 a.m.-4:30 p.m.

**"Salt Lake County Metro Solutions: Small Business Forum,"** presented by Salt Lake County Economic Development, which will announce the results of surveys of small-to-medium-sized businesses throughout the valley undertaken during the past eight months. Event also includes a keynote presentation and workshops to address the concerns voiced by the business community. Location is The Lodge at Snowbird, 9260 E. Lodge Road, Snowbird. Registration can be completed at Eventbrite.com.

### June 9, 6-9 p.m.

**"Giant in Our City 2018,"** a Salt Lake Chamber black-tie, invited event honoring U.S. Sen. Orrin Hatch, R-Utah. Reception is at 6 p.m. Dinner and program begin at 7 p.m. Location is the Grand America Hotel, 555 S.

Main St., Salt Lake City. Cost is \$250. Sponsorships are available. Details are at [www.slchamber.com/giant](http://www.slchamber.com/giant).

### June 12, 8-10:30 a.m.

**"Pay the IRS Less Without Going to Jail,"** 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. Cost is \$15. Details are at <https://utahsbdc.org/trainings>.

### June 14, 8 a.m.-4 p.m.

**"Supervision: Your First Days: How to Survive,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$205. Details are at employerscouncil.org.

### June 14, 5:30-6:30 p.m.

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

### June 14, 6-8 p.m.

**"Business Essentials,"** a Small Business Development Center (SBDC) event. Location is

the Orem SBDC, 815 W. 1250 S., Orem. Free. Details are at <https://utahsbdc.org/trainings>.

### June 14, 6:30-8 p.m.

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

### June 18, 6:30 a.m.-2 p.m.

**2018 Annual Golf Tournament**, a Davis Chamber of Commerce event. Scramble format with a 7:30 a.m. shotgun start. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

### June 18, 8:30 a.m.-4 p.m.

**The Security Symposium**, presented by the Security Services Licensing Board and the Division of Occupational and Professional Licensing. The symposium is a continuing education event for security officers in Utah, featuring multiple speakers on various topics related to the security profession and security professionals. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$25. Registration can be completed at Eventbrite.com.

### June 19, 11:30 a.m.-1 p.m.

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

### June 19, 4-6 p.m.

**B 4/5**, a West Jordan Chamber of Commerce event. Location is Sysco Intermountain, 9404 Prosperity Road, West Jordan. Details are at westjordanchamber.com.

### June 20, 6 a.m.-3 p.m.

**Murray Youth Scholarship Golf Tournament**, a Murray Area Chamber of Commerce event to benefit Murray Youth Chamber/Council. Shotgun start is at 8 a.m. Location is Murray Parkway Golf Course, 6345 Murray Parkway Ave., Murray. Details are at murraychamber.org.

### June 20, 3-4:30 p.m.

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber seminar taught by Deb Bilbao, business consultant at the Women's Business Center (WBC). Event is designed for all entrepreneurs: those looking to go into

see **CALENDAR** page 19



# Freedom to Spend Your Time and Money Where It Matters Most

## Creating Your Technology Roadmap

### GENCOMM provides real AV innovation designed to:

- Alleviate communication friction
- Clear up audio visual confusion
- Avoid cultural misalignment which leads to measurable ROI.

### GENCOMM creates extraordinary results with:

- Innovative AV focused electrical engineers
- Audio visual technologists
- Computer science engineers

### Organizations look to GENCOMM when:

- The AV in their department is a hindrance to free flowing communication
- Technology in their department is not keeping up with the organizations culture.

Visit our website at [www.gencomminc.com](http://www.gencomminc.com).

Or call us today at **(801) 266-5731** to talk about your technology solution.



12393 S. Gateway Park Pl., Suite 400, Draper, Utah 84020

## Opinion

# Are the Supremes ready to rule on online sales taxes (again)?

If you think Internet companies aren't paying any taxes for online sales and that's killing bricks-and-mortar retailers and states' budgets, you, my friend, have been duped. Nothing could be further from the truth. The Internet isn't a tax-free zone, nor is the lack of revenue the issue with state budgets. There is, however, a battle about whether state and local governments should be allowed to collect taxes from out-of-state companies.

A 1992 Supreme Court decision (*Quill Corp. v. North Dakota*) reaffirmed a previous decision that a business must have a significant presence in a state before that state can require it to collect sales taxes. That means a mother selling handcrafted goods on Etsy doesn't have to collect sales taxes from her consumers unless they are physically located in her state. However, Amazon collects sales taxes from customers in all 45 states that have a statewide sales tax because of its vast distribution network.

Most state lawmakers want to see *Quill* overturned, allowing them to force out-of-state companies to collect sales taxes on

their behalf. This argument was just heard by the Supreme Court in the case of *South Dakota v. Wayfair Inc.* If the states were to win, they would be able to reach into the pockets of that mom selling her paintings on Etsy, even though she may live on the other side of the country, didn't elect other states' officials and never agreed to those states' tax laws.

More tragically for consumers, tax competition among states would also be lost if *Quill* were overturned. Under the new regime, online consumers — no matter where they shop or what they buy — would lose the ability to shop around for a better tax system. Without the competitive pressure and the fear of losing consumers to lower-tax states, lawmakers would not feel the need to try to rein in their sales tax burden. It's that pressure, which limits their tax grabbing abilities, that these lawmakers resent and want the Supreme Court to put an end to.

Some of them probably hope that more revenue would alleviate the need to put their financial house in order. They would be wrong. According to the Kaiser Family

Foundation, 33 states faced shortfalls in fiscal 2017 and/or fiscal 2018, even though revenue collection has been growing in most states. That's because the more states collect in revenue the more they spend.

Besides, states are overestimating the revenue they'd get from the taxes. Internet sales are still a small share of overall sales, and taxing them wouldn't make much difference. According to a 2017 report by the Government Accountability Office, online sales represent less than 10 percent of retail sales. Also, the 100 biggest online retailers already tax roughly 90 percent of their sales. Desperate lawmakers shouldn't expect to collect any more than 2 percent to 4 percent of total state and local government tax revenues this way, according to the GAO, were *Quill* to be reversed.

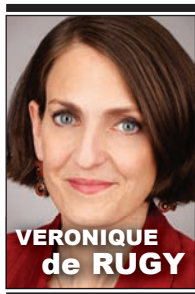
A reversal would, however, jack up compliance costs for small online retailers, which, unlike Amazon, tend to have razor-thin profit margins. Imagine suddenly having to enforce taxes for the nation's 12,000 tax-collecting jurisdictions.

Talking to NPR on the morning of the *South Dakota v. Wayfair* hearing, a Republican state senator from South

Dakota, Deb Peters, laughed at the notion that anyone would get hurt. According to her, free software provided to online retailers by the majority of desperate states would make that cost zero. This is questionable. As an eBay representative noted on NPR in response that morning, "In Minnesota, blankets are taxable, but baby receiving blankets are not taxable. In Texas, deodorant is taxable, but deodorant that has an antiperspirant is not." Tax software isn't that precise and compliance would still have to be handled on a case-by-case basis. Repeat this for thousands of items and compliance is definitely not "free."

There is a lot to be lost in the *Wayfair* case. If *Quill* were to be overturned, compliance costs could skyrocket for many retailers, and good principles of taxation would be thrown out the window. Healthy tax competition is at stake. Let's hope the highest court in the land makes the right decision.

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



VERONIQUE de RUGY

COPYRIGHT 2018 CREATORS.COM

## America does have a "deep state" — it's one of law and lawyers

The most remarkable parts of James Comey's memoir are not about Donald Trump. We already knew most of the interesting revelations and some of the others are gossip and color commentary. But in his discussion of the George W. Bush administration, Comey is far more revealing and highlights something crucial and hopeful about America — the role of lawyers and our legal culture.

Many of the battles the Trump administration is having with the so-called "deep state" are reruns of battles from the Bush years. As Comey recounts in detail, after 9/11, the Bush administration put in place a surveillance program called "Stellar Wind" that Justice Department lawyers decided, on review, was illegal. Comey, who in March 2004 was deputy attorney general (and filling in for his boss, John Ashcroft, who was ill), refused to renew the program.

White House Chief of Staff Andy Card and White House counsel Alberto Gonzales decided to head to Ashcroft's hospital room to pressure him to sign the reauthorization documents over Comey's objections. On learning of this, Comey raced to the hospital and asked then-FBI Director Robert Mueller to join him for moral support. It turned out Ashcroft didn't need any prodding; he turned Card and Gonzales away. Mueller, who arrived a few minutes afterward, said to the bedridden attorney general, who was technically his boss, "In every man's life there comes a time when the good Lord tests him. You passed your test tonight." Comey writes that he felt like crying. "The law had held."

Round Two happened over torture. The

Bush administration wanted to claim that its "enhanced interrogation techniques" were lawful. Comey believed they were not, as did the chief counsel at the Justice Department, Jack Goldsmith. So Comey pushed back as much as he could.

In all these cases, the pressure from the White House was intense, including a stunning exchange that Comey recounts between himself and President Bush. "I say what the law is for the executive branch," Bush explained to his sub-cabinet appointee. Comey responded, "You do, sir. But only I can say what the Justice Department can certify as lawful. And we can't here. We have done our best, but as Martin Luther said, 'Here I stand. I can do no other.'"

What is striking about these episodes is not only that Comey and Mueller were subordinates who owed their jobs to Bush, but also that they were Republicans. Yet the two of them have consistently put their obligations to the law and the country above personal loyalty and partisan politics.

This behavior may be a product of personal character, but it is also formed by legal training. The story is really not just about Mueller and Comey but about the lawyers in various parts of the government who believe that it is crucial for the country that the government operate within the law — even if the president wishes otherwise. Recall that when Trump wanted to fire Mueller last June, White House counsel Don McGahn reportedly threatened to resign in protest.

Just before leaving the Bush administration, Comey gave a speech to the National Security Agency in which he said, "It is

the job of a good lawyer to say 'yes.' It is as much the job of a good lawyer to say 'no.' 'No' is much, much harder. 'No' must be spoken into a storm of crisis, with loud voices all around, with lives hanging in the balance. 'No' is often the undoing of a career."

One of the oft-repeated criticisms of America is that it has too many lawyers. Maybe, but one of the country's great strengths is its legal culture. As I've written before, Alexis de Tocqueville worried that without a class of patriotic and selfless aristocrats, America could fall prey to demagogues and populists. But he took com-

fort in the fact that, as he put it, American aristocracy can be found "at the bar or on the bench." Tocqueville saw that lawyers, with their sense of civic duty, created a "form of public accountability that would help preserve the blessings of democracy without allowing its untrammelled vices."

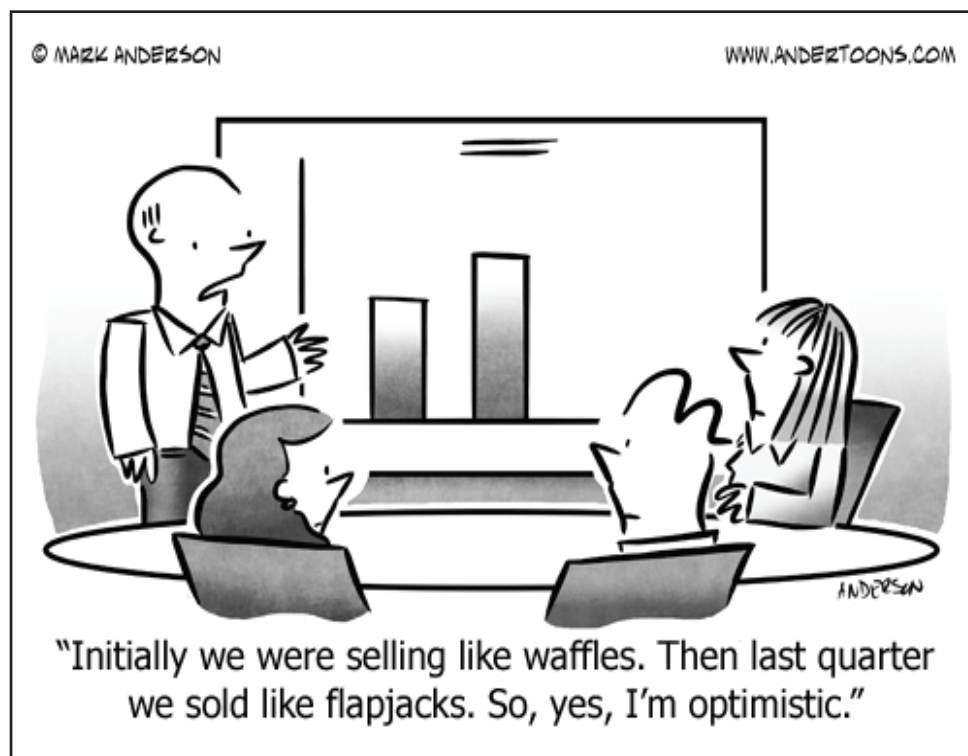
Comey's memoir reveals that America does indeed have a deep state. It is one of law and lawyers. And we should be deeply grateful for it.

Fareed Zakaria's email address is fareed.zakaria.gps@turner.com.

(c) 2018, Washington Post Writers Group



FAREED ZAKARIA





# Opinion

## I have some ideas on how to better use our taxpayer dollars

No matter what type of entity you run, it is critical that you use your capital to achieve the best possible return on investment (ROI). I question how our local government agencies are spending our taxpayer dollars on our “homeless problem.” The Salt Lake City Council of 1908 wisely spent the taxpayers’ money and achieved an excellent ROI.

Dora Topham was an Ogden businesswoman who ran a brothel. Her customers called her — for unknown reasons — Belle London. In 1908, the Salt Lake City Council recruited Belle to run a brothel for them. The Stockade, built by the city, was a 100-room venture that Belle operated and she rented out the rooms to prostitutes. The operation was very successful and a lot of cash was pouring into Salt Lake City’s coffers.

Then there was a hiccup and Belle was convicted of soliciting young women to join the trade. The Utah Supreme Court overturned the ruling and Belle, along with the city council, continued on their way-

ward money-making ways. I have always wondered if any of the members of the Utah Supreme Court where clients of Belle’s.

Our local politicians — city, county and state — are attempting to do a similar thing in Salt Lake but they are not as entrepreneurial as was the 1908 Salt Lake City Council. They have built a mega-Stockade, not for prostitutes but for the homeless, on the corner of 200 South and Rio Grande Street. The big difference between this facility and the Belle facility is that our present-day political elites do not charge rent.



**ROBERT PEMBROKE**

I Googled “Which government agencies make money?” and came up with a whopper. The Federal Export-Import Bank made \$425 million in profits in 2016. The purpose of the bank is to help American businesses sell their products and services overseas. Guess what? For some unknown reason, our present-day federal lawbreakers are trying to do away with the Federal Export-Import Bank.

Since 1970, the University of Utah has

created over 270 spin-off companies from technologies developed at the university. I have first-hand knowledge of a University of Utah professor who capitalized on the work of his students. There is nothing illegal about professors and/or administrators at the University of Utah stealing ideas from their students and making a profit.

Let’s see if we can’t figure out a business plan for the Salt Lake City Council’s mega-Stockade. I was taught that in order for a business to prosper, it must attract first-class management. Attracting first-class management is not easy and very costly to your stockholders if you make a mistake.

Big George, one of the homeless, is the ex-officio mayor of Rio Grande. One of the ex-officio mayor’s sidelines is selling clean needles to the homeless. In chatting with and watching Big George at work, I deemed he definitely is a master at his trade. Big George would be the perfect manager of Salt Lake City’s mega-Stockade.

If you want to satisfy the needs of his

homeless, you must have booze and drugs readily available. Let’s have Big George set up a Uber-like business that has rolling vehicles stocked with booze and drugs. Then, all a homeless person has to do to get a hit is to go on his very fancy mobile device — provided by the city at no charge — and place his order online.

Competition makes the world go around. The city is currently subsidizing “Ralph Becker & Son Bikes.” Former Mayor Becker and his son have purchased a lot of green bikes, built bike racks and are collecting the revenue. Big George and the city could run their own bike venture where the bikes are not in racks but equipped with technology that allows a customer to locate the nearest bike and, with a few clicks on their very fancy mobile device, could go on their merry way.

These two ventures, “Booze and Drugs on Demand” plus “Bikes at Your Fingertips,” will help fill the city’s coffers and cut our taxes.

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

### MEIER'S CATERING MENU

#### BAR-B-QUE CHICKEN & RIB MENU

- |  |   |
|--|---|
| Bar-B-Que Chicken<br><i>Smothered in our special bar-b-que sauce</i> | Country Style Spare Ribs  |
| Fresh Cut Fruit  | Baked Chuckwagon Beans  |
| Pasta Shrimp Salad   | Meier's Homemade Potato Salad   |
| Utah Corn on the Cob<br><i>(seasonal)</i>                            | Glazed Orange Rolls   |
| <i>Cooked on site</i>  | Brownie Sundae  |
| Ice Cold Lemonade  | <i>Brownie, vanilla ice cream, covered with deep rich chocolate sauce</i> |
| Bar-B-Que Boneless   |   |



Complete Catering  
Service for 40-10,000  
Western Chuckwagon Bar-B-Ques  
Company Picnics • Family Reunions  
Business Luncheons • Weddings  
Open Houses • Dutch Oven Cookouts  
801-278-4653 or 1-800-431-4655  
www.meierscatering.com  
Est. 1990

- |   |                                   |   |
|---|-----------------------------------|---|
| Bar-B-Que Beef<br><i>Shredded bar-b-que beef on a bun</i> | Pulled Pork                       | Hamburger/Grilled Chicken<br><i>Meier's own quarter pound</i> |
| Dutch Oven Bar-B-Que                                      | Hamburger/Hot Dog                 | <i>Hamburger w/all the condiments</i>                         |
| Chicken/Ribs  | <i>Hamburger w/all condiments</i> | <i>Marinated Chicken Breasts</i>                              |
| <i>Potatoes Au Gratin</i>                                 | <i>Meier's own quarter pound</i>  | <i>Grilled on site</i>  |
| <i>Peach Cobbler</i>                                      | <i>Jumbo all Beef Franks</i>      | Chuckwagon-K-Bobs   |
| <i>Cooked in Dutch Ovens</i>                              | <i>Grilled on site</i>            | <i>Beef &amp; Chicken-K-Bobs</i>                              |
| Flat Iron Steaks  | Tri Tip Roast/Marinated           | <i>w/fresh vegetables</i>                                     |
| <i>10 oz. USDA Choice</i>                                 | <i>Grilled Chicken Breast</i>     | <i>Grilled on site</i>  |
| <i>Top Sirloin Steak</i>                                  | <i>Grilled on site</i>            | Boneless Ribeye Steak   |
| <i>Baked Idaho Potato</i>                                 | Pork Back Ribs                    | <i>10 oz. USDA Choice Boneless</i>                            |
| <i>Grilled on site</i>                                    | <i>Smoked with Applewood</i>      | <i>Boneless Ribeye Steak</i>                                  |
|   | Marinated Grilled Chicken Breast  | <i>Baked Idaho Potato</i>                                     |
|   |                                   | <i>Grilled on site</i>  |



Call for complete menus and pricing: 801-278-4653  
or email Rob at info@meierscatering.com

# Revolutionizing Real Estate

No matter what you are looking for, I can help you find it!

## Why Brandon Wixom?

- One-stop-shop access to ALL agent listings on one convenient website.
- Online access to large photos, home tours and maps including Google® Street View.
- Real-time notification of new listings and price changes.
- Prompt service and support to help you find that "just right" property.

Start your search today at:  
[www.SoldByWixom.com](http://www.SoldByWixom.com)



**Brandon Wixom**  
Licensed Commercial & Residential Broker  
801.864.2626 • bwixom@gmail.com



**FEATURED LISTING**

**Build to Suit**  
For Sale / JV, Incredible Investment Opportunity!!!  
Industrial Condos in excellent location. Close to Traxx station and 3 minutes to freeway, 1.4 acres, Zoned Light Industrial.  
67 East 8000 South, Midvale, UT 84047

## OGDEN from page 1

zine group that includes *Mother Earth News*. The Nutting family also owns Seven Springs Mountain Resort and Hidden Valley Resort in Pennsylvania and is the majority owner of the Pittsburgh Pirates baseball franchise.

"My family is extremely proud to be chosen as the successor publisher of the *Standard-Examiner* by the Sandusky Newspaper Group and the Rau and White family," Robert Nutting, chief executive officer of Ogden Newspapers, said.

"We're thrilled to have the opportunity to inherit the legacy of their impressive work, and we

look forward to publishing a great community-focused newspaper and running a vital media platform to serve a city and region as dynamic as Ogden and northern Utah."

David Rau, CEO of Sandusky Newspapers, said the *Standard-Examiner* will be in the hands of another family that has "demonstrated a record of edito-

rial independence and local emphasis, and have a long-standing commitment to quality community journalism. We know they will be good stewards in the rapidly changing media world."

"Sandusky and Ogden Newspapers came to understand both operations at Ogden and Provo would have a stronger future if they were united under one company," Rau said. "Common ownership makes good sense and will bolster not only the printed editions, but also the many mobile and online digital products we offer."

"Working together particularly with the Provo *Daily Herald*," Nutting said, "the *Standard-Examiner* will be part of a much larger Utah-focused news gathering organization which will present an even stronger news report for all of our readers."

Ogden Newspapers said it has been "very active" in acquiring newspapers.

"We continue to believe very strongly in the power of printed newspapers," Nutting said. "We believe in their value to readers, advertisers and communities. We believe in the role of newspapers like the *Standard-Examiner* and credible online media outlets such as standard.net as fundamental to communities now more than ever."

"When you combine the print newspaper readership and its growing online readership with the range of targeted niche publications, the *Standard-Examiner* serves more readers and advertisers in northern Utah than

any other media outlet. The *Standard-Examiner* will continue to be the vital connection to the communities it serves, and it will deliver important value to its readers and advertisers."

Sandusky has been in the publishing and media business since 1869. It owns six dailies, six weeklies and various digital businesses.

## CAI from page 1

will be "the same in the next six months" as opposed to better than they currently are, which suggests a general leveling of expectations. In general, 58 percent of Utahns still feel that jobs are plentiful in Utah, the same as in March and an increase of 8 percent from April 2017. Also, 55 percent consider business conditions to be good, down 4 percent compared to March.

Utahns in general still maintain a positive outlook, with those feeling that future economic conditions will improve outnumbering by more than four to one those who think conditions will worsen by more than four to one.

"The job growth rate in Utah was the highest in the nation last month, at 3.3 percent," said Scott Anderson, president and chief executive officer of Zions Bank. "That type of growth indicates a vibrant economy, and this growth continues to fuel positive economic sentiment within the state."

# Why the Enterprise?



-Amy Spencer, Communication Manager, UACPA

"With a compelling balance of weekly business headlines and stories of interest to professionals, the Enterprise is a must-read for every office."

Every week, I find relevant news in the local business community and enlightening stories that benefit my career".



**CALENDAR**

from page 15

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)

**June 20, 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. Free. Details are at <https://utahsbdc.org/trainings>.

**June 20, 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. Free. Details are at <https://utahsbdc.org/trainings>.

**June 20, 5:45-6:45 p.m.**

**"Grow Your Business, Phase I,"** 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>.

**June 21, 8-11:30 a.m.**

**"Recordkeeping for Human Resources,"** 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).

**June 21, 8 a.m.-5 p.m.**

**SBDC Business Employer Tax Workshop**, a Small Business Development Center event. Speakers are from a CPA firm, the Utah State Tax Commission, the Utah Department of Workforce Services, the Utah Labor Commission, the U.S. Department of Labor and the Workers Compensation Fund of Utah. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Center, Room 333, 9690 S. 300 W., Sandy. Cost is \$15. Details are at <https://www.sba.gov/tools/events>.

**June 25, 7:30 a.m.-2 p.m.**

**Classic Golf Tournament**, a Salt Lake Chamber event. Shotgun start is at 8 a.m. Location is Salt Lake Country Club, 2400 Country Club Drive, Salt Lake City. Cost is \$400. Sponsorships are available. Details are at [slchamber.com](http://slchamber.com).

**June 26, 8 a.m.-4 p.m.**

**"Conflict Strategies:**


**BUSINESS OPPORTUNITIES****REQUEST FOR PROPOSALS****Airport Retail Concessions****NOTICE TO RESPONDENTS**

Salt Lake City Corporation (City), through its Department of Airports (SLCDA), is inviting proposals from qualified entities to design, construct, operate and manage retail concession(s) at the Salt Lake City International Airport (Airport).

The RFP can be obtained by Respondent(s) beginning April 16, 2018 by registering online at <https://solutions.sciquest.com/apps/Router/SupplierLogin?CustOrg=StateOfUtah>. It is the responsibility of each Respondent to register through the Utah Public Procurement Place Supplier Portal and frequently monitor it for any changes or updates affecting this RFP after the RFP available date. Sealed proposals will only be received by hand delivery or professional courier at the SLCDA Division of Administration and Commercial Services, Salt Lake City International Airport, Terminal Unit One, 776 N. Terminal Drive, 2nd Floor Mezzanine, Salt Lake City, Utah 84122 until 2 p.m. local mountain time on June 15, 2018. Proposals sent via the United States Postal Service (USPS) will not be delivered to this address and use of USPS for delivery purposes is strongly discouraged.

A pre-proposal conference will be held on May 1, 2018, at the Hilton Garden Inn – Salt Lake City Airport located in the International Center at 4975 Wiley Post Way, beginning at 2:00 p.m., local Mountain Time. Attendance by Respondents is strongly encouraged. Respondents shall return the Pre-Proposal Conference Attendance Form as described in Section 13 of this RFP by April 25, 2018.

**Navigating Others Through Workplace Difficulties,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$215. Details are at [employerscouncil.org](http://employerscouncil.org).

**June 26, 9 a.m.-noon**

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

**June 26, 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).

**June 28, 7 a.m.**

**Fourth Annual Crazy Pants Golf Tournament**, a Utah Safety Council event, with proceeds to benefit the council's Home & Community Programs, including "Take Safety Home" and "Buckle Up 4 Love." Breakfast is at 7 a.m.

Golfing is at 8 a.m. Lunch is at 1 p.m. Location is TalonsCove Golf Course, TalonsCove Drive, Saratoga Springs. Details are at <https://birdeasepro.com/CrazyPantsGolfTournament>.

**June 28, 6-7 p.m.**

**Legal Clinic**, 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>.

**June 28, 6-7 p.m.**

**Health Insurance Clinic**, 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>.

**June 28, 6-7 p.m.**

**Accounting Clinic**, 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>.

**June 29, 8 a.m.-6 p.m.**

**Free Co-Working Friday**, an Impact Hub event. Location is Impact Hub, 150 S. State St., Salt Lake City. Details are at <https://hubsaltlake.com/>.

**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.



Some things you just

**don't share.**Your *Enterprise* is one of them.

Stop sharing TODAY and call for your special discount offer!

Call

**801-533-0556**

today!



THE **Enterprise**  
UTAH'S BUSINESS JOURNAL



## FINANCING FOR ALL TYPES

OWNER OCCUPIED  
NON-OWNER OCCUPIED INVESTMENT PROPERTIES  
COMMERCIAL ACQUISITION AND DEVELOPMENT LOANS

## COMPETITIVE RATES AND TERMS

FIXED AND VARIABLE LOAN OPTIONS  
LONG-TERM FINANCING AVAILABLE  
LTV UP TO 75%

**JERRY CURTIS**  
801-481-8814

**MIKE DENISON**  
801-463-3597

**CHRIS HIGBEE**  
801-463-3596

**STEVE MATHEWS**  
801-463-3599

**University**  
FEDERAL CREDIT UNION