

## OF NOTE



### Help is getting hard to find

For the first time since the feds started keeping track of such things, the U.S. has more job openings than unemployed, according to Labor Department figures. Job openings rose to a seasonally adjusted 6.7 million at the end of April, a record high, and more than the 6.3 million Americans who were unemployed during the month.

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Workers check out the instruments at the University of Utah nanofabrication laboratory. Utah's technology industry, bolstered in part by discoveries made through university research and resulting spinoff companies, has been booming in recent years. That has presented opportunities for companies and the state as well as challenges that need to be addressed, according to panelists at the Utah Technology Council annual members meeting.

## IPOs signal booming technology industry - and it's just beginning

**Brice Wallace**  
*The Enterprise*

Pluralsight Inc. recently became a public company. Get ready for more of the same. During a discussion about the future of Utah's technology sector at a recent tech industry gathering, one panelist predicted that several more Utah tech companies will have initial public offerings in the next year and a half — unmatched in the state's history — indicative of the strong growth occurring throughout the sector.

"I think that over the next 18 months, you'll have four to five companies go public in the state of Utah," Clint Betts, executive director of Silicon Slopes, said at the annual members meeting of the Utah

Technology Council (UTC). "That will be unprecedented in our state's history. Fantastic. It creates a lot of jobs. I always tell people, if we just had Qualtrics, we'd all be excited, but we'll have six of them. And we have another 10 below them and another 20 below them.

"We're heading into kind of uncharted waters as a community. We have never seen this amount of healthy companies in the state of Utah, and everything that they've built and everything they're about to do over the next five to 10 years will kind of be unprecedented, right? We've never had four to six tech companies go public in 18 months.

see **TECH FUTURE** page 4

## Report: The role of Utah's sales tax is declining

Sales tax was once the largest source of public revenue in Utah, but in recent years, income and property tax revenues have overtaken sales taxes in importance. This is among the findings in Utah Foundation's new report, "The Everyday Tax: Sales Taxation in Utah," published last week.

The report compares Utah's sales tax to taxes in other states and looks at the factors affecting its growth. It also looks at exemptions and earmarks, as well as options for broadening the sales tax base.

The report found that during the past 45 years, Utah has seen the nation's second-biggest decline in taxable sales as a proportion of consumer expenditures. Beginning in 1975, Utah's sales tax imposed a larger tax burden than income or property taxes, the report found. During the past two decades it has trended downward to impose the smallest burden of the three.

Other report findings include:

- Utah had essentially the same real per capita sales tax revenue in 1978 as in 2016 — meaning that, as costs climb, the state is losing purchasing power from this revenue source.

- More than 20 percent of the state's sales tax revenues are earmarked, which means the expenditures lack standard annual legislative oversight and the government's flexibility to meet changing needs is constrained.

- Among the nine western continental states that collect sales taxes, Utah has the lowest sales tax burden.

see **SALES TAX** page 15

## Utah Valley rebrands its convention & visitors bureau

Utah Valley Convention and Visitors Bureau has changed its name and vision, according to a recent release from the organization. The bureau will now be known as "Explore Utah Valley," a branding that the group says captures "the true spirit of this county located in the heart of Utah."

"Melding the accessibility of Utah's stunning natural beauty with the vibrancy of an eclectic urban community," the new vision of the bureau will invite "residents and visitors alike to experience every city, escape into nature and make memories by exploring Utah Valley," the organization's state-

ment said.

"Utah Valley uniquely combines urban adventures and beautiful mountain escapes,"



said Joel Racker, president and CEO of Explore Utah Valley. "Utah Valley offers fam-

ily-friendly, award-winning entertainment and dining options and is a short drive to world-class mountain playgrounds as well."

Racker said the bureau's new website, ExploreUtahValley.com, "brings the best of Utah Valley together to help you plan all of your activities."

Utah Valley's travel economy generated more than \$500 million in taxable sales in 2017, resulting in \$17.2 million in city and county tourism taxes. These statistics reflect the large number of visitors who are exploring an array of Utah Valley activities, ranging

from mountain and lake adventures to dining and cultural events, the bureau said.



## Henry Day Ford acquired by Garff Automotive Group

Two iconic Utah car dealerships — both more than 70 years old — are now one. Ken Garff Automotive Group has purchased Henry Day Ford of West Valley. The deal closed June 1 and financial details were not disclosed.

“We whole-heartedly welcome the Henry Day dealership, its employees and customers into the Ken Garff family,” said John Garff, CEO of Garff Enterprises Inc. “We know each other well, and our businesses complement each other perfectly.”

The two auto companies were established in Utah just two years apart. Ken Garff opened his first dealership in downtown Salt Lake City in 1932 and Henry Day opened his Ford store in 1934.

“We have no plans for a reduction in force,” said Garff, whose company was ranked eighth-largest dealership group based in the country by *Automotive News*. “Instead, we see growth opportunities as we combine strengths and services of both companies to benefit our customers.”

Henry Day Ford will change its name to Ken Garff West Valley Ford and will offer such Garff services as its pre-paid vehicle maintenance package GarffCare.

“We are excited to join teams and continue to bring excellent service to our customers,” said Winston Bennion, general manager at Day. “The West Valley community is wonderful, and we will continue to deliver the excellent service they have received from Henry Day’s team.”

The announcement about the acquisition indicated that the Day family would be stepping away from the business.

The Ken Garff Automotive Group now has over 50 stores throughout Utah, Texas, Iowa, Michigan, Nevada and California.

## Sego Awards honor state's female founders and CEOs

The list of 2018 Sego Award winners recently was announced. The awards program is designed to create visibility for female founders and chief executive officers.

Recipients and finalists were honored in May at a ceremony at Sundance Mountain Resort. The awards were created by Allison Lew, founder of the Braid Workshop for Women Entrepreneurs; Trent Mano, co-founder of Convoi; Amy Stellhorn, founder and CEO of Big Monocle; and Ken Frei, co-founder of Convoi.

The winners and finalists are:

• **E-Commerce:** Buffy Bandley, Agnes & Dora (first place); and Vanessa Quigley, Chatbooks (second place). Finalists: Cyndi Lowry, Baby Bling; Betsey Mikesell, Beddy’s; Courtney Brown, Cents of Style; Jenny Wecker, Fawn Design; Susan Petersen, Freshly Picked; Amy Richardson-Golia, June & January; Ali Hynek, Nega & Co.; and Rachel Nilsson, Rags.

• **Top Overall Revenue:** Teresa Whitehead, Citywide Homeloans (first place); and Sauna Smith, Four Foods Group (second place). Finalists: Buffy Bandley, Agnes & Dora; Vanessa Quigley, Chatbooks; Sarah Lehman, Enve Composites; Susan Petersen, Freshly Picked; Amy Antonelli, HEFY; Kathleen Leonard, Leonard Consulting; Jill Perelson, PrincePerelson & Associates; and

Kathleen Lopez, Sentinel Sales & Management.

• **Social Media Influencer:** Rach Parcell (first place) and Shea McGee (second place). Finalists: Alison Faulkner, Brittany Jepsen, Cara Loren, Hailey Devine, Jessica Gee, Jordan Page, Samery Moras and Sarah Tyau.

• **Fastest Growing Company Under Five Years:** Jenny Wecker, Fawn Design (first place); and Rachel Nilsson, Rags (second place). Finalists: Kylie Chenn, Acanela; Marliee Killpack, Gathre; and Joanna Galbraith, Letterfolk.

• **Innovation in Technology:** Sunny Washington, Because Learning (first place); and Ayde Soto, Simple Citizen (second place). Finalists: Linda Klug, Airin; Natalie Kaddas, Kaddas Enterprises; and Karmel Larson, Momni.

• **Social Innovation:** Sara Day, Even Stevens (first place); and Neylan McBaine, Better Days 2020 (second place). Finalists: Melissa Sevy, Fair Kind; Lindsay Hadley, Hadley Impact Consulting; and Shelaine Maxfield, Younique Foundation.

• **Student Founder:** Marissa Barlow, Nani (first place); and Emily Smith, Mentionables (second place). Finalists: Tobi Yoon, Colo Clean; Hannah Butcher, KB Medical; and Whitney Royal, Quiet Riot.

## Biomerics buys Texas catheter manufacturer

### Medical device maker adds 400 employees and new product lines

Biomerics LLC, a medical device contract manufacturer headquartered in Salt Lake City, has acquired FutureMatrix Interventional Inc. (FMI) of Athens, Texas. FMI specializes in the design and manufacture of interventional catheters for the cardiovascular and urinary markets.

“We are pleased to add FMI’s capabilities to the Biomerics portfolio,” said Biomerics CEO Travis Sessions. “We welcome the FMI team to the group and look forward to their

contribution. This acquisition expands our capabilities and important customer relationships. We look forward to investing in and expanding the business for our customers, employees and community. Combining FMI with Biomerics’ existing medical device business establishes Biomerics as a leader in the attractive minimally invasive interventional segment of the medical device market.”

FMI, founded in 1993 by James Passmore, started by developing balloon catheters. Over the years, the company expanded its technologies and developed other peripheral cardiovascular, kidney stone management and urinary catheters. Today, it oper-

ates a 50,000-square-foot manufacturing space and employs more than 400 employees.

Biomerics, with over 1000 employees, operates seven facilities located in Utah, Minnesota, Indiana, Costa Rica and Texas. Founded in 2009, Biomerics has grown into a market leader in the minimally invasive interventional catheter market. Biomerics provides engineered components to the medical device market including biomaterials, extrusions, molded parts, laser processed parts, machined parts, balloons, and reinforced shafts. I also supplies packaged sterile medical devices including advanced interventional catheters, surgical tools, and vascular access products.

## Sorensen tabbed to lead South Jordan's Ivanti

Ivanti, a South Jordan-based IT security software company, has announced that it has expanded its executive leadership team by hiring Scott Sorensen to fill the newly created position of president and chief operating officer (COO). Sorensen joins the company’s management team, reporting to Ivanti CEO Steve Daly, who becomes chairman of the board.

Ivanti was founded in 1985 and has over 1,650 employees in offices around the world. It produces software for security, service management, asset management, systems management and supply chain management in the IT arena.

As president and COO, Sorensen will provide leadership and guidance for Ivanti’s internal operations, including administrative, information technology and customer success teams. Daly will focus directly on Ivanti’s business

strategy, innovation, product direction and potential acquisition opportunities, the company said in a recent release.

“Ivanti has seen significant success in technology innovation, operational scale and sales execution since the unveiling of our new brand in January 2017. But there is still much work to be done as we focus on the most efficient ways to deliver the products that will help our customers unify IT,” said Daly. “Adding Scott to the team gives us the additional expertise and insight to drive ongoing financial and operational alignment for the company as we reach the next stage of operational maturity and sustained growth.”

Sorensen joins Ivanti from Sorenson Holdings where he was CEO, having previously served as COO and chief financial officer. He was also a member of the board

of directors at the provider of assistive communication products and services for the deaf and hard-of-hearing. Sorensen also worked in leadership roles at companies such as Hillebrand, Huntsman, Westinghouse/CBS and McKinsey & Co. He has an undergraduate degree from the University of Utah in accounting and holds an MBA from the Harvard Business School.

“Ivanti is leading the industry with innovative products to help customers more quickly respond to users, comply with regulations and secure their organizations by unifying IT,” said Sorensen. “I was intrigued by the culture, the people and the openness at Ivanti. There’s really incredible intellectual capacity and talent within the organization and I’m excited to be here during this transformational time.”

## NAIOP names new board, Eldredge as president

The Utah chapter of the commercial real estate development organization NAIOP has announced its new leadership team.

The association named Angela Eldredge of Price Real Estate as president and Vinnie Figlioli of Harris Cos. as president-elect.

“Our market and organization has been evolving and as the chapter president, I want to continue to ride the wave and help elevate Utah and our NAIOP chapter as the place to be to do business and be educated on all things commercial real estate,” said Eldredge. “The board that we have assembled shares in this vision and passion and I truly believe it will lead to exciting things.”

The new board will serve a term which began June 1 and goes through May 2019.

Also named to the board are: secretary, Brian Cheney of Snell & Wilmer; treasurer, Jacob Despain of Zions Bank; membership chair, Penn Owens of Layton Construction; membership co-chair, Keith Smith of Form Development; programs chair, Daniel Stephens of Hines; programs co-chair, Josh Caldwell of Big-D Construction; public affairs chair, Jim Balderson of JLL; and public affairs co-chair, Jeffrey Rasmussen of Ray Quinney & Nebeker.

Also named are: marketing/communications chair, Jade Ter-

an of Spectrum Engineers; developing leaders chair, Molly Westbrook of Cushman & Wakefield; and student relations chair, Katie Wilking Clinard of Berkshire Hathaway.

Named to the executive committee were Nate Ballard of Wadsworth Development Group, Nate Boyer of The Boyer Co. and Jason England of Argent Group. Lindsay Cleverly was appointed chapter executive for NAIOP Utah.

NAIOP supports the Utah commercial real estate industry by influencing local, state and regional legislative policy; providing education events; and fostering networking opportunities.

# Hughes' self-appointment leads list of those named to inland port board

Eleven selectees come mostly from government agencies; first official meeting set for June 18

When the state Legislature passed SB234 that created the Utah Inland Port Authority board, it set June 1 as the deadline for the various entities that have board members to make their selections. Last week, the initial board members were named.

One of those with an appointment to make was House Speaker Greg Hughes. And he picked the person who he thought would best be suited — himself. Hughes, very much the driving force in

the Legislature for the creation of the Port Authority, said he picked himself because of his “institutional knowledge” of the proposed port because of his involvement during the time it has been debated and planned.

“So, I did appoint myself,” Hughes told KSL. “I thought it would be appropriate, in that vein, to be on the board. This is a big project; there’s a lot of work to do to try and bring people along and make it a success. What will hap-

pen and how the board will move forward, there’s a lot to be discovered.”

Hughes has announced his intention to not seek re-election and will therefore have additional time to devote to his board duties. His inland port board position is for a four-year term.

The board appointments became effective as they were made last week. The first meeting of the 11-member group will be at 8:30 a.m. on June 18 at the State Capitol and will be open to the public.

The statute creating the board gave Gov. Gary Herbert two appointments and he chose Ben Hart, deputy director of the Governor’s

Office of Economic Development for a four-year term); and Derek Miller, president of the Salt Lake Chamber of Commerce (four-year term). Senate President Wayne Niederhauser appointed Sen. Don Ipson, R-St. George (two-year term), and Salt Lake County Mayor Ben McAdams named Salt Lake County Councilman Michael Jensen (two-year term). Jonathan Hardy, the director of housing and community development at the Utah Department of Workforce Services, tabbed Sevier County Commissioner Garth Ogden (four-year term).

Salt Lake City will be represented by Councilman James Rogers, whose district includes the port site in the Northwest Quadrant of Salt Lake City (four-year term). Salt Lake Mayor Jackie Biskupski also directed that the appointment given to Airport Advisory Board Chairman Larry Pinnock be extended to her economic advisor, Lara Fritts (four-year term).

Also, Stuart Clason, director of the Salt Lake County Office of Economic Development and the executive director of UDOT, Carlos Braceras, are automatically on the board for initial four-year terms, according to the law. West Valley City Manager Wayne T. Pyle hasn’t announced his appointment yet for a two-year board seat.

Last week’s announcement of the Inland Port Authority board members came two weeks after negotiations over disagreements

about the port between state leaders and Salt Lake City broke down. A special session of the state Legislature has been planned to fix the bill creating the authority. Biskupski and other city leaders say the law grants the port board power to usurp land use authority, as well as capture 100 percent of the area’s taxes.

Herbert issued a statement at the time of the board appointments announcement regarding the inland port. “Three years ago, I introduced the concept of an inland port as a once-in-a-lifetime opportunity for Utah’s prosperity. The inland port will make use of prime undeveloped land to enhance Utah’s position as a world-class business destination. The legislation and funds are in place. Duty and opportunity compel us to act. By convening the Inland Port Authority, we start a powerful economic engine for the entire state and honor the law.”

## Crewe Capital names Urcan as firm's president

Crewe Capital LLC, a Salt Lake City-based investment banking and advisory firm, has announced that Eugene E. Urcan has joined the firm as president and head of investment banking.

Urcan brings a career of management and transaction investment banking experience to Crewe Capital, with industry expertise across a broad range of industries. Urcan has executed and advised on transactions with more than \$10 billion in aggregate value and has conducted over 1,000 company valuations in his career, Crewe said in a press statement.

Before joining Crewe Capital, Urcan served in various capacities,

most notably as a managing director and head of investment banking at Commerce Street Capital, managing director and head of financial advisory services at Houlihan Capital, director at Duff & Phelps and as an associate at Houlihan Lokey, where he participated in many of the firms’ largest financial advisory and investment banking assignments.

“Gene is among the most senior bankers in the industry, with a broad skill set serving clients in transactional and non-transactional matters,” said Michael Bennett, CEO of Crewe Capital. “His experience will help us better service clients and continue on our great growth trajectory. We are

delighted that he is joining our firm.”

“I have admired Crewe Capital for a long time and have been extremely impressed by their talented bankers, steady growth and client service culture,” said Urcan. “I have spent over 15 years working in an independent banking environment and look forward to applying that experience to both Crewe Capital and to the clients of Crewe. I am very excited to join the firm.”

Crewe Capital is an independent investment banking, securities and mergers and acquisitions firm with offices in Salt Lake City, New York City, Denver and San Diego.

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**TECH FUTURE***from page 1*

It's never happened in the state of Utah."

John Knotwell, UTC's president and CEO, noted that a decade ago, Utah had "only a handful" of tech companies but that figure has ballooned to more than 6,500. And that growth has occurred despite several challenges noted by the panelists: a lack of capital, a lack of enough skilled workers and a lack of gender diversity in the workforce.

"I remember a decade ago, we had a different set of conversations but the same conversation about growth," said Cydni Tetro, co-founder and president of Women Tech Council. At that time, there wasn't enough capital to fuel even startup companies, she said.

"When you think about companies going public today, it's because there's an entire group of people and a state committed to actually creating a platform for growth. ... It's taken, I believe, over the last two decades, step by step, of investment from the state, from a community, from a technology level, in order to get us to a place where you actually have companies that can grow here and can reach that," Tetro said.

Even with the state's tech boom, only 23.5 percent of state's tech workforce is women, compared to a national 27.5 percent level. Less than 5 percent of the state's business executives are women, Tetro said.

"There's a big focus for us on 'how do you increase the pipeline?' The 4,000 open tech jobs we can't currently fill, the pipeline is going to come from other types of areas, including a diverse pipeline," she said.

The growth reflected in the number of Utah tech companies expected to go public comes with its own set of challenges, Betts said. They include extending access to opportunity for everyone and dealing with rising housing

costs and poor air quality.

"This success is not going to extend to everyone. We've seen this play out before in Silicon Valley," he said. "Right now, if you don't work in tech in Silicon Valley, you no longer live in Silicon Valley. You've been priced out of everything that's happening there."

"So, it's incumbent on everyone up on this stage and everyone in this room to think about how do we extend access to opportunity for everyone – not just the folks living along the Silicon Slopes corridor and the Wasatch Front but to folks in rural Utah and the 347,000 kids in the state of Utah who live at or below the poverty level? And that's a huge number with only 3 million of us in the state of Utah."

"What we're about to experience is unprecedented. And it's crazy, what's about to happen inside of our tech community. But we as a community need to avoid some of the pitfalls that have happened in Silicon Valley and think through these issues of ensuring that success is at least extended and the opportunity that exists within our community is democratized."

Sara Jones, Women Tech Council co-founder, called for more internships and boot camps to boost the number of women in the tech industry. "We spend so much time talking about importing talent into our state, and there's a ton of talent in the state that's trying to grow, and they need that opportunity," she said.

Kelly Slone, president and CEO of BioUtah, said she hopes to see more capital focused on life sciences. Other panelists discussed the need for the various organizations to work together to address issues facing the state's tech industry.

"The thing that makes an ecosystem great is when you can leverage the strengths of all of the respective talents around the table," Tetro said. "We're all going to have different programs and things that we take on, because we know how to do those well. But we have

to leverage the intersections to really engage the collective talent that makes us better."

Betts suggested every organization focus on "what's best for the community?"

"It's the big kind of 'moon shots' for our organization and for everybody on this stage that I think we should be focused on, because these challenges that we're facing as a community is because of our success," Betts said. "It's because we've built great companies that we get to think about things like 'how do we have a more-diverse workforce' and 'how do we help solve air quality and transportation and recruiting and all of these types of things?'"

Asked what the next decade holds for Utah's technology sector, Knotwell said he foresees burgeoning tech hubs in Washington County and increased innovation in Iron and Carbon counties and Cedar City, plus organizations in Logan taking advantage of the tech growth happening along the Wasatch Front. That can be enabled by Utah companies that are willing to create something innovative and scalable, he said.

"You can put a remote office in Price tomorrow and be completely connected to your home base in Salt Lake City, if that's where you are," he said. "Whereas the heart of Silicon Slopes beats today probably along the Wasatch Front, I think in 10 years the arteries that exist along the rest of the state get much, much stronger."

"It's going to be amazing to watch," he said of the tech expansion into rural Utah. "Over 10 years, what today represents 10 percent of our workforce in tech might be 20 to 30 percent of our workforce in tech."

Jones said she hopes to find ways to keep STEM-educated women from leaving the state. Ninety percent of women with STEM-related college degrees are doing that, she said.

"There's lot of reasons that they're leaving, but I guarantee they are things that we can do

**CORPORATE FINANCIAL REPORTS**

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

**HealthEquity**

HealthEquity Inc., based in Draper, reported net income of \$22.6 million, or 36 cents per share, for the first quarter ended April 30. That compares with \$14 million, or 23 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$69.9 million, up from \$55.4 million in the year-earlier quarter.

The company is the nation's largest health savings account (HSA) non-bank custodian.

"HealthEquity is off to an excellent start to fiscal 2019, delivering record results in helping members connect health and wealth," Jon Kessler, president and CEO, said in announcing the results. "The team opened nearly a hundred thousand new HSAs during the quarter, grew custodial assets 31 percent year over year, and delivered record performance across key financial metrics."

**Sportsman's Warehouse**

Sportsman's Warehouse Holdings Inc., based in Midvale, reported a net loss of \$5.8 million,

or 14 cents per share, for the 13-week period ended May 5. That compares with \$4.5 million, or 11 cents per share, for the same period a year earlier.

Sales totaled \$180.1 million in the most recent period, up from \$156.9 million a year earlier.

Sportsman's Warehouse is an outdoor sporting goods retailer.

"We are excited with the start to the fiscal year as our top- and bottom-line results for the first quarter came in at the high end of our expectations," Jon Barker, CEO, said in announcing the results. "Our topline was driven by strong new store performance and comp growth of 3.4 percent, which, when combined with consistent gross margins and disciplined cost control, resulted in bottom-line performance at the high end of our outlook."

"We continued to make progress against each of our strategic initiatives, including our comprehensive omni-channel strategy, which includes growth of brick-and-mortar as well as e-commerce; customer acquisition and engagement; and merchandising assortment. We look forward to building on this progress throughout fiscal 2018 and strengthening our competitive positioning."

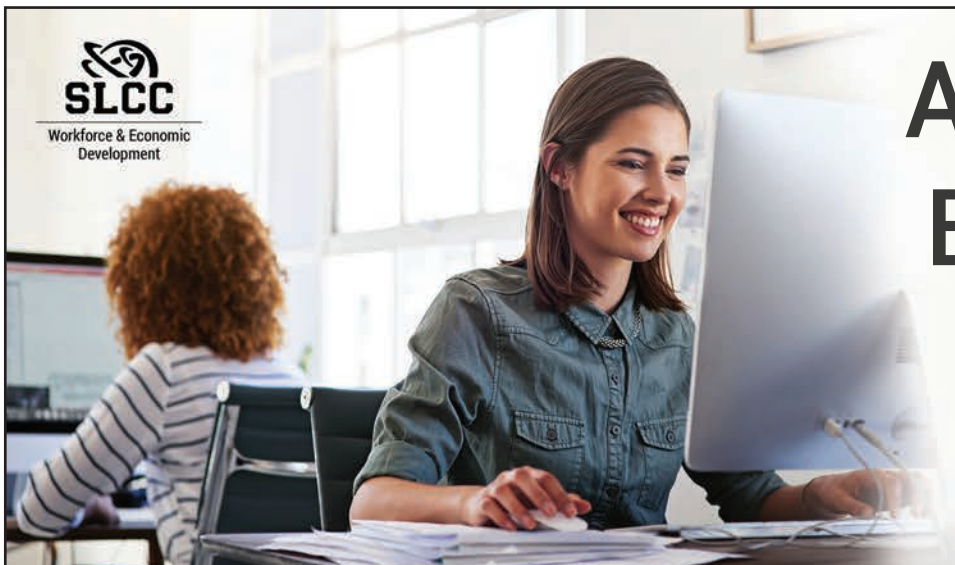
things about, if we'll be really deliberate and really intentional about it, and keep that talent in our state," she said.

Tetro said the state's tech sector will "look different" in 10 years but also have great opportunities. The foundation must be put in place to ensure the sector's continued growth, she stressed.

"Because in 10 years, we want a different set of problems to be here. We want a different set of growth opportunities to be sitting in front of us. I think that only

happens when we all try to lay the right foundation," Tetro said.

"In 10 years, we won't look the same. I actually hope that in 10 years we're not having a diversity conversation anymore — [that] it's a given, that the world is different for our kids than the world that we're in. That's the world that we hope for and that we're solving an entirely new set of challenges that sit in front of us because of the introduction of new issues of growth that are facing our economy."



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# Industry Briefs

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

## BANKING

• **America First Credit Union**, Riverdale, has selected **Justin Garrett** as the new service center manager of the Bountiful Smith's branch. Garrett began his career with America First in 2012 as a teller at the Bountiful Dick's branch and was promoted to the backup lead teller one year later at the North Salt Lake Winegar's branch. He later served as the service center lead teller, and in May 2015, Garrett transferred to the Clearfield Kent's branch. Garrett had been serving as the market branch assistant manager of the Bountiful branch since March 2016.

• **MonitorBase**, a Murray-based provider of direct-marketing and client-retention solutions for the mortgage banking industry, has hired **Rick Webster** as chief revenue officer. Webster has more than



Rick Webster

two decades of experience in contributor and leadership positions, including working at E-Trade Mortgage, NationPoint-First Franklin, Merrill Lynch Bank and Trust, and Doorway Home Loans. From 2008-16, Webster started and coled Neudesic Media Group, a successful B2B digital advertising sales firm. He also worked as vice president of digital media sales for PriceSpider, and started his career working for Bargain Network.

## CORPORATE

• **Extra Space Storage Inc.**, Salt Lake City, has entered into a note purchase agreement with various investors, which provides for the private placement by the operating partnership of \$300 million of 4.39 percent senior notes due July 17, 2028. The notes are expected to be issued on July 17, 2018, subject to customary closing conditions, at which time the purchasers will disburse the funds to the operating partnership. Upon issuance, the notes will pay interest semiannually until their maturity. Proceeds from the issuance of the notes will be used by the operating partnership to refinance existing indebtedness and for general corporate purposes.

## GOVERNMENT

• The **Governor's Office of Economic Development (GOED)** has named **Rebecca Dilg** as the

rural program outreach manager. Dilg's primary tasks include outreach and support of the governor's 25k Jobs initiative, which aims to add 25,000 jobs in rural Utah counties by 2020. She will also be spearheading the Utah



Rebecca Dilg

**Broadband Outreach Center** and the goal to provide broadband speeds to rural areas. Dilg previously was the economic development executive and coordinator for Box Elder County. She also served as the Composites & Aerospace of Northern Utah vice chair and organizer for One Million Cups, Ogden.

• **Salt Lake City Mayor Jackie Biskupski** has appointed **Lisa Burnette** as the new director of the **Salt Lake City 911 Bureau**. Burnette has been serving as the bureau's interim director since Jan. 3. She started as a front-line 911 dispatcher in 1992 and advanced to lead dispatcher, supervisor, deputy director and interim director. She helped create the SLC911 Training Academy, a development program for employees to better manage stress, improve operational efficiency and enhance customer service.

• **Salt Lake City** has announced it has cut the review time to get business permits from an average of 114 days in fiscal year 2015 to 59 days in fiscal 2017. Building and Licensing Services Director Orion Goff attributed the decrease to three factors: two additional full-time plans examiners at the permit counters to get many permits approved in one day, a modification to the city's software that allows permits needed from six different departments to be processed concurrently, and the addition of a liaison to shepherd business owners and troubleshoot problems so they can open for business as soon as possible. Another upgrade of the electronic plan review will take place this summer.

## HOSPITALITY/FOOD SERVICE

• **JMH Premium**, Salt Lake City, has appointed **Amanda L. Bushong** as its senior national accounts manager. JMH Premium helps chefs, culinary experts and



Amanda Bushong

food scientists get their products to food service industrial manufacturers and casinos throughout North America. Bushong's pri-

mary focus will be to grow the relationships of JMH Premium national accounts in its industrial and institutional divisions. Bushong previously was the director of merchandising and product development for Kansas City Steaks.

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## INSURANCE

• **The Dale Barton Agency**, a Salt Lake City-based construction-specific insurance and surety bonds agency, has hired **Mike Murphy** as senior surety underwriting producer and **Scott Bauman** as chief financial officer. Murphy will help



Mike Murphy



Scott Bauman

support current clients and build new relationships. He has more than 13 years of construction surety bond underwriting experience, including the past nine years as an underwriter at Travelers Surety in Salt Lake City. Prior to that, he worked in surety as Insurance Company of the West. He earned

a B.S. in finance and MBA from the University of Utah. Bauman will oversee company accounting and finance along with human resources. He has more than 15 years of accounting and financial leadership experience, most recently at Workers Compensation Fund. His education includes an undergraduate degree in accountancy from the University of Utah.

## MANUFACTURING

• **Merit Medical Systems Inc.**, a South Jordan-based medical device manufacturer, has announced that **Bernard Birkett** has resigned as chief financial officer to pursue other business

opportunities. **Raul Parra**, with Merit for more than eight years, has been appointed as Merit's interim CFO. Parra worked in various audit positions for Deloitte & Touche prior to joining Merit. During his tenure at Merit, he has served in various roles, most recently as corporate controller and vice president of accounting.

• **Biovation Labs**, a Salt Lake City-based natural products and supplement contract manufacturer, has hired **Ashantai Yungai** as quality and compliance manager. Yungai previously was a synthetic organic chemist at Myriad



Ashantai Yungai

Pharmaceuticals, which then became Myrex Pharmaceuticals. His chemistry background has also been used in analytical testing, running tests such as auto titration and loss on drying (LOD), and LC instrumentation at companies including Reckitt Benckiser (RB) and Teva Pharmaceuticals. His education includes a master of science degree from the University of Utah.

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## MEDIA/MARKETING

• **Pure Broadcast**, a Salt Lake City-based facilities provider to live sports broadcasting, has reached terms to acquire its first HD mobile broadcast unit. The acquisition of the 53-foot multifunction, high-definition unit marks the launch of Pure's Mobile Broadcast Division, which will target live events in the sports, entertainment and corporate arenas in the western United States.

## RECREATION/SPORTS

• **Momentum Indoor**

**Climbing** has promoted **Christopher Healy** to general manager of **Momentum Lehi**, a bouldering gym that offers 20,000 square feet of climbing and a training center. Healy's duties include overseeing Momentum Lehi's business development, operations and programming. He has eight years of leadership experience, six



Christopher Healy

of which are in the indoor rock climbing profession. Healy joined Momentum in June 2015 as a shift manager for the Lehi location and was quickly promoted to assistant manager. Before Momentum, Healy worked at the Washington City Community Center in Washington as a rock wall attendant, and in sales and customer support for Simply Mac in St. George. He earned a bachelor of arts degree in philosophy from Utah Valley University.

• **U.S. Secretary of the Interior Ryan Zinke** has designed 19 national recreation trails in 17 states, including one in Utah. **Corona Arch** is a trail on Bureau of Land Management land leading to Corona Arch's 140-by-105-foot opening and the adjacent Bow Tie Arch. Approximately 14 driving miles from Moab, the 1.5-mile out-and-back trail provides visitors with views of the Colorado River and a large slickrock canyon. The new designation adds more than 370 miles to the national recreation trails system of more than 1,000 trails in all 50 states. While national scenic trails and national historic trails may only be designated by an act of Congress, national recreation trails may be designated by the secretary of the interior or the secretary of agriculture in response to an application from the trail's managing agency or organization. The National Recreation Trails Program is jointly administered by the National Park Service and the U.S. Forest Service, in conjunction with a number of federal and not-for-profit partners, notably American Trails, which hosts the National Recreation Trails website.

## REAL ESTATE

• **The Muller Co.**, a commercial real estate company, and an affiliate of **Cerberus Capital Management LP**, an alternative investing company, have announced the joint acquisition of **Canyon Park Technology Center** in Orem. Financial terms were not disclosed. The 924,634

see BRIEFS next page

# Industry Briefs

*from previous page*

square-foot office campus was built between 1988 and 1992 as the headquarters of WordPerfect Corp. and consists of 14 buildings on 85 acres. Spaces range from 100 square feet to 60,000 square feet. It is currently 54 percent leased. The Muller and Cerberus business plan includes investing capital to upgrade the common areas and grounds with new lobbies, restrooms and tenant amenities such as a dedicated amenity center featuring a lounge/game room, café and gym facilities.

• **Evergreen Devco Inc.**, a retail and multifamily development company, has acquired 1.036 acres at 855 W. State Road, Pleasant Grove. The re-development of a three-tenant retail building will bring a Mo' Bettahs Hawaiian Style restaurant and a Beans & Brews Coffee House. Evergreen plans to break ground on the planned 5,500-square-foot property in mid-June, with an estimated completion date of November 2018. The multi-

tenant retail development center is 77 percent leased. The future development site, which was sold by Utah County Properties LLC, will be Evergreen's first project in Utah since the company expanded last year into Salt Lake City.

### RECOGNITIONS

• **American Biotech Labs LLC**, American Fork, has received *Total Health Magazine's* "Award of Excellence" for its Silver Biotics product line. Silver Biotics' nano-silver technology can be found in its skin creams, skin gel, toothpaste and liquids. ABL is a health and wellness biotech company creating products for the medical and health industries.

### TECHNOLOGY/LIFE SCIENCES

• **Teem**, a Salt Lake City-based meeting tools developer and workplace analytics company, has added **Mandy Edwards** as the company's first independent director to the board and



*Mandy Edwards*

the company's first female board member. Edwards is a technology and commercial real estate executive with 30 years of operating experience in management roles across engineering, IT and sales. Most recently, Edwards as the chief information officer at CBRE. Prior to her position at CBRE, Edwards was chief infrastructure officer at Sitel Corp. and also served as CIO and facilities manager for Wyndham Vacation Ownership.

### UTILITIES

• The **Utah Public Service Commission** (PSC) has approved **Dominion Energy Utah's** request to decrease natural gas rates by \$97.2 million. The decrease will lower the typical residential customer's monthly bill by \$5.87 and annual bill by \$70.38 beginning June 1, 2018. The company attrib-

uted the decrease to lower gas-production costs of company-owned supplies, tax reform savings and the lower cost of market gas purchases for Utah customers. At least twice yearly, Dominion Energy and the PSC use third-party forecasts of natu-

ral gas prices to estimate how much the utility's rates should be adjusted to cover anticipated costs of buying natural gas for its customers. The costs are passed on to customers with no markup and have no impact on the utility's profits.

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# Foxley: Facebook's Eagle Mountain project a huge win for Utah

**EDITOR'S NOTE:** Following the recent announcement that social media giant Facebook will build a \$750 million, 970,000-square-foot data center in Eagle Mountain, Theresa Foxley, president and CEO of the Economic Development Corporation of Utah (EDCUtah), posted this report concerning the workings of the various governmental and private entities involved in luring the facility to Utah. The report appeared on the EDCUtah website as part of Foxley's weekly post called "The Fox Report."

I'm so excited to finally be able to share more details about Facebook's selection of Eagle Mountain for its next data center expansion. This is a huge team win for Utah and so many people played critical roles at critical times to make this project happen.

I shared at the press event announcing the project that I felt a little like I had completed an actual steeplechase race, an endurance race where the participants have to overcome hurdles to reach the finish line. In this instance, we used creative problem solving to overcome obstacles and we ran fast and hard for a year to get to this point. However, the big difference between a steeplechase race and what was announced this week is that a steeplechase is an individual race and this process was very much a team effort and a team victory.

I'll tell you a few things about this story that I'm proud of. Last May, in one of our GS&O (Global Strategy & Outreach) trips to the Bay Area, through a

contact of mine EDCUtah had through my days in private legal practice, we were able to arrange a meeting between the Facebook data center team and Gov. (Gary) Herbert. At that time, Gov. Herbert expressed a strong desire for the state of Utah to partner with Facebook to create investment in the state. The Facebook data center team was extremely hospitable, but the timing wasn't right to kick off a new project or site selection.

In a follow-up visit in July 2017, Stephanie Frohman and then-Eagle Mountain Mayor Chris Pengra met with the same team and shared the steps Eagle Mountain had taken to attract the data center investment. The city prioritized the data center attraction as part of its economic development strategy a decade ago and had taken several measures to minimize a company's administrative burden to site a data center in the city. The company again seemed intrigued, but we were not in an active site selection process.

Fast-forward to late October 2017 and we got the call. Facebook was kicking off another data center site selection process and Utah was in the game. At that time, the company shared with us that they wanted to evaluate all viable site options and that we needed to move fast. They had capacity needs within their system that meant the dirt had to turn in June. The specs were staggering: \$750 million in Phase 1 investment, continuous personal property reinvestment and the potential to add additional phases based on need.

In our kickoff meeting on Nov. 1, 2017, we were able to put



**THERESA FOXLEY**



*A delegation of Utah officials pause following a meeting with Facebook representatives in California during an Economic Development Corporation of Utah Global Strategy & Outlook trip for negotiations to bring a Facebook data center to Utah. Pictured from left to right are Ben Hart, deputy director of the Governor's Office of Economic Development; Utah State Rep. Mike Schultz; Theresa Foxley, president and CEO of EDCUtah; Gov. Gary R. Herbert; and Val Hale, executive director of the Governor's Office of Economic Development.*

11 sites in five counties in front of the company. We knew the site needed to be within an approximately one-hour distance from an international airport, so that opened up sites in a radius from Utah County to Tooele County to Box Elder County and everything in-between.

The company spent a couple of months doing desktop analysis on the sites to see what might work. The engineering on a project like this takes a sophisticated understanding of the existing infrastructure and potential infrastructure upgrades, so there is a lot of work done to evaluate the feasibility of a site. Facebook has a very sophisticated internal team and process to do the analysis,

but they also relied on some of our partners to help them with this stage of the analysis.

As you all know, site selection is a process of elimination and the company narrowed it down to the top three sites by February. In March, Eagle Mountain became the most highly prioritized site. At that time, Eagle Mountain was able to start engaging the local public bodies whose support was critical to the success of the project.

Infrastructure and Utah County's expanded tax base opportunity are two of the most important components of this project and what gives the state and region so much upside. The company will front-load the investment of over \$100

million in infrastructure. That infrastructure includes power, water, sewer, telecommunications and road infrastructure. To put that into context, the infrastructure required to support moving the state's correctional facilities from the Point of the Mountain to the Northwest Quadrant of Salt Lake City is roughly the same. In other words, Facebook is investing about the same amount of infrastructure to support this project as the state is to support a very important public works project.

Due to the infrastructure investment, we were able to work with Dr. Laura Nelson at the Governor's Office of Energy Development. OED's organizational support was vital. The upsized infrastructure will allow Facebook to continue to grow at the site but it also significantly upgrades the whole Cedar Valley. With 345 kilovolts of power and a 1,000-megawatt-capacity substation, future users will have ample power. EDCUtah, as an organization, is thrilled because this makes our Elberta Mega Site that much more attractive for investment.

Additionally, Facebook is committed to net-new renewable power to operate the facility. This will create additional investment opportunities in rural Utah and other parts of the state for follow-on energy development and investment. So cool!

Another interesting part of this story that I learned is that Rachel Petersen, Facebook's vice

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# Calendar

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

## June 12, 7:15-9 a.m.

**Breakfast Meeting**, an ACG (Association for Corporate Growth) Utah event. Speaker is Ryan Westwood, CEO of Simplus. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at <https://www.acg.org/utah/events/june-12-breakfast-meeting-ryan-westwood>.

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

**Women in Business Luncheon**, a ChamberWest event. Speaker Kristie S. Overson, Taylorsville mayor, will discuss "Get Past the Intimidation: Grab Opportunities." Location is Arbor Manor Reception Center, 2888 W. 4700 S., Taylorsville. Details are available at (801) 977-8755 or [chamber@chamberwest.com](mailto:chamber@chamberwest.com).

## June 12, noon-1 p.m.

**"Elevating Utah's Life Sciences Industry with World Trade Center Utah,"** a WTC Utah event in partnership with BioUtah. A roundtable discussion will focus on the resources available to an organization. Location is World Trade Center Building, 60 E. South Temple, Suite 300, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com). Details are at [wtcutah.com](http://wtcutah.com).

## June 12, 5:30-7:30 p.m.

**Chamber After-Hours Social**, a Holladay Chamber of Commerce event. Location is Fav Bistro & Bakery, 1984 E. Murray Holladay Road, Holladay. Free for chamber members, \$10 for nonmembers. Details are at [holladaychamberofcommerce.org](http://holladaychamberofcommerce.org).

## June 13

**Business Summit and Expo 2018**, a St. George Area Chamber of Commerce event. Location is Dixie Convention Center, 1835 S. Convention Center Drive, St. George. Details are at [stgchamber-businesssummit.com](http://stgchamber-businesssummit.com).

## June 13, 11 a.m.-12:30 p.m.

**"What's Next? Utilizing Education Funding to Improve**

**Outcomes,"** a Salt Lake Chamber Prosperity 2020 event. Panelists include moderator Keith Buswell, co-chair of Prosperity 2020 and vice president of corporate relations for Wadman Corp.; Martin Bates, Granite School District superintendent; Robert Marquardt, chairman of Education First and member of State Board of Regents; and a teacher/administrator to be announced. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$20. Details are at [slchamber.com](http://slchamber.com).

## June 13, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a Sandy Area Chamber of Commerce event. Location is All Star Bowling & Entertainment, 12101 S. State St., Draper. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com). Details are at [sandychamber.com](http://sandychamber.com).

## June 13, 11:30 a.m.-1 p.m.

**LinkedIn Luncheon**, a Utah Valley Chamber event. Location is Rodizio Grill, 4801 N. University Ave., Suite 710, Provo. Details are at [thechamber.org](http://thechamber.org).

## June 13, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Huntsville Square, 7355 E. 200 S., Huntsville. Free for chamber members and first-time guests, \$10 for nonmember guests. Registration can be completed at [bit.ly/junebah](http://bit.ly/junebah).

## 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](http://employerscouncil.org).

## June 14, 11:30 a.m.-1 p.m.

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is from Wasatch Integrated Wellness discussing "Affordable Healthcare Under One Stop." Location is Prohibition, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. First-time visitors must call the chamber to pre-register for discount ticket. Details are at [murraychamber.org](http://murraychamber.org).

## June 14, 11:30 a.m.-1 p.m.

**Women in Business Luncheon**, a Davis Chamber of Commerce event. Speaker Kristen Floyd, executive director of Safe Harbor Crisis Center, will discuss "Domestic Violence and

Sexual Assault in Utah." Location is Davis Tech Business Resource Center, 450 S. Simmons Way, Kaysville. Cost is \$20. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## June 14, 3-5 p.m.

**Utah Deal Forum**, a VentureCapital.org event featuring live-pitch events and entrepreneurs who are seeking capital for their ventures. Location is Zions Bank, 180 N. University Ave., Suite 400, Provo. Registration can be completed at [Eventbrite.com](https://www.eventbrite.com).

## June 14, 4 p.m.

**Fifth Annual Chamber Bowl**, a Murray Area Chamber of Commerce event. Location is Bonwood Bowl, 2500 S. Main St., South Salt Lake. Cost is \$7 (includes three games and shoe rental). Open to everyone. Details are at [murraychamber.org](http://murraychamber.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 15, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. 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).

## June 15, noon-1 p.m.

**Silicon Slopes Live**, a lunch and live recording of a Silicon Slopes podcast featuring Instructure CEO Josh Coates. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Details are at <https://www.meetup.com/meetup-group-sihswGn/events/250784641/>.

## 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](http://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](https://www.eventbrite.com).

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

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

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

**Lunch & Learn: "A Look Into Quality Standards,"** presented by the University of Utah's Manufacturing Extension Partnership Center, in partnership with Salt Lake Community College and the Sandy Area Chamber of Commerce. Event's focus will be on how implementing a low-cost, value-added quality system such as ISO9001:2015 or AS9100D can lead to profitable business growth and long-term contracts. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Building, Room 101, 9750 S. 300 W., Sandy. Cost is \$10. Details are at <https://mep.utah.edu/event/lunch-learn-a-look-into-quality-standards/>.

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

**B 4/5**, a West Jordan Chamber of Commerce event. Location is Sysco Intermountain, 9494 Prosperity Road, West Jordan. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## June 20

**STEM Best Practices Conference**, an opportunity to learn about STEM best practices from Utah experts and leaders in the K-12 STEM community. Keynote speaker is Ainissa G. Ramirez, "science evangelist" and author. Registration is at 7 a.m. Breakfast and keynote speaker are at 8 a.m. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free. Details are at <https://stem.utah.gov/bestpractices/>.

## 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 8:30 a.m. Location is Topgolf, 920 Jordan River Blvd., Midvale. Cost is \$99 per person, \$375 for foursomes, \$550 for six-player teams. Sponsorships are available. Membership is not required to participate. Details are at [murraychamber.org](http://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 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, 8-9:30 a.m.

**"Less Networking, More Relationship-Building,"** a Salt Lake Chamber event. Speaker is Ryan Evans, president of the Utah Solar Energy Association. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$25. Details are at [slchamber.com](http://slchamber.com).

## 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).

# Business Tech

## Conducting your company's business on a public network is a big IT blunder

In today's digital jungle, formally known as the World Wide Web, looms the threat of having sensitive information being stolen by omnipresent hackers who are lurking around every corner, waiting for their opportunity to pounce. Using a virtual private network (VPN) keeps your valuable data out of reach from would-be hackers' clammy, thieving hands and out of public networks, which are more vulnerable to attacks. Conducting business or handling sensitive personal information on a public network is a humongous blunder, one that puts your data and your company's business at risk — which could be costly and time-consuming to resolve or even cost you your job



DAVID BLACK

— should your data become hijacked.

In the same manner that a firewall protects your data on your computer, VPNs protect your data in transit from a secure private network to users and vice versa. With a VPN, users gain the ability to securely access your company's private network and share data remotely through public networks. This is accomplished by creating a secure, encrypted connection which tunnels the traffic to a proxy server. The encrypted connection is what protects the data, preventing hackers from gaining access to files or other sensitive information. VPNs provide security, reliability and scalability to businesses of all sizes.

The two most common

types of VPNs are remote-access VPNs and site-to-site VPNs. A remote access VPN allows users to remotely connect to a private network and gain access to its resources and services. This is extremely useful for businesses that have remote or road-warrior employees who use a VPN to securely connect to the company's network from any location to access files and resources.

A site-to-site VPN — also known as a router-to-router VPN or LAN-to-LAN VPN — is predominantly used by larger companies. If a company has offices located in different geographical locations, a site-to-site VPN allows each location to securely connect to the company's network to access files and resources.

Once a VPN is chosen, the

next step is selecting which protocols your VPN will utilize. Protocols are set rules and guidelines used in electronic transmissions. When protocols are put in place, they ensure both ends follow the applied rules and regulations when sending/receiving data on the VPN.

There are several different types of VPN protocols to choose from, as well. Some offer the highest level of security while others offer the fastest possible performance. These choices should be discussed with your IT professionals to determine which option is best suited for your use and requirements, as each protocol has its advantages and disadvantages.

Implementing a VPN is a fast, easy and cost-effective solution for your network security needs. Once a VPN is set up, establishing a secure connection with your private corporate network is easy as

1-2-3. First, the user will connect to the public Internet through an available Internet service provider. Then, utilizing the client software, the user initiates the VPN connection to the company's private network via the company's VPN server. OK, so it's as easy as 1-2. But you get the point.

So, whether your desire is to add more security to your network, add the ability to have remote access or you just don't want Uncle Sam knowing about your love for cat videos, a virtual private network is a great resource to ensure your data is safe, private and secure, ultimately giving you that warm, fuzzy feeling knowing your data is secure and out of reach of those who aim to do you or your business harm.

David Black is the director of business development for Wasatch I.T., a Utah provider of outsourced IT services for small and medium-sized businesses.



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## CALENDAR

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

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Location is Prohibition, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. First-time visitors must call the chamber to pre-register for discount ticket. Details are at [murraychamber.org](http://murraychamber.org).

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

**WBN Luncheon**, a Utah Valley Chamber event. Speaker Robert Spendlove, senior vice president of Zions Bank, will discuss "Economic Forecasting." Location is MTEch Campus, 1410 W., 1250 S., Orem. Cost is \$20 for chamber members. Details are at [thechamber.org](http://thechamber.org).

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

**"Multiplying Lasting, Profitable Relationships,"** a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall, Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$15 for non-members. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### June 21, 6:30-9 p.m.

**UTC Night at the Living Planet Aquarium**, a Utah Technology Council event. Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Free. Details are at [utahtech.org](http://utahtech.org).

### June 22, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. 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).

### June 22, noon-1:30 p.m.

**Startup Conversation**, a Silicon Slopes event featuring Davis Smith, CEO of Cotopaxi; Susan Peterson, CEO of Freshly Picked; and Joel Clark, CEO of Kodiak Cakes. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

see **CALENDAR** next page

## CALENDAR

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### 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.

### June 26-27, 8 a.m.-4 p.m.

**"Building and Delivering Effective Training,"** a Salt Lake Community College Workforce & Economic Development event. Cost is \$400 (\$200 for qualified companies). Location is the Miller Campus, 9750 S. 300 W., Sandy. Details are available by contacting Debbie Patten at [debra.patten@slcc.edu](mailto:debra.patten@slcc.edu) or (801) 957-5244.

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

**"Conflict Strategies: 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 26, 11:30 a.m.-1 p.m.

**Women in Business**, a Sandy Area Chamber of Commerce event. Speaker Cydni Tetro, CEO of ForgeDX.com, will share her story and provide information about what women and men can do to be successful. Location is Hilton Garden Inn, 277 Segoe Lily Drive, Sandy. Details are at [sandychamber.com](http://sandychamber.com).

### June 27, 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 27

**2018 ChamberWest Golf Classic**, for ChamberWest members only. Registration and breakfast are at 7 a.m. Shotgun start is at

8 a.m. Location is The Ridge Golf Club, 5055 Westridge Blvd., West Valley City. Cost is \$125, \$450 for a foursome. Details are at [www.chamberwest.com](http://www.chamberwest.com) or (801) 977-8755.

### June 27, 11:30 a.m.-2:30 p.m.

**Silicon Slopes Summer Bash**, a Silicon Slopes event, in partnership with Stack Real Estate, and featuring barbecue, live music, video game competitions and lawn games. Location is Thanksgiving Park, 2600 Executive Parkway, Lehi. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.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, 8 a.m.-5 p.m.

**"Commercialization of Engineering Research,"** a workshop in conjunction with the 125th annual conference of the American Society of Engineering Education (ASEE). The workshop will focus on sharing with other universities

the policies and practices that have led to the University of Utah being ranked No. 1 in commercialization by the Milken Institute, and on the commercialization of engineering and computer science research. Keynote speaker is Ross DeVol of the Walton Family Foundation. Location is Sorenson Molecular Biotechnology Building on the University of Utah campus, Room 2650 (main auditorium), 36 S. Wasatch Drive, Salt Lake City. Online registration deadline is June 24. Cost is \$300, \$225 for ASEE annual conference attendees, \$300 for onsite registration. Details are at <https://www.coe.utah.edu/commercialization/>.

### June 28, 11:30 a.m.-1 p.m.

**FBI Private Sector Engagement Initiative**, a Utah Technology Council (UTC) event for UTC-member executives. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [utahtech.org](http://utahtech.org).

### June 28, 11:30 a.m.-1 p.m.

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is from Keep It Marketing. Location is Prohibition, 151 E. 6100 S., Murray. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

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

**Legal Clinic**, a Small Bus-

iness 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/>.

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

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

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## Opinion

# Air travel protectionists' wings clipped by open-skies agreement

Though competition is great for consumers — as they get more and better goods and services for less money — some companies dislike the constant pressure it creates for them to stay ahead. When that's the case, it's no surprise when they call on the government to squash annoying competitors. Case in point: the big three U.S. airlines' attempts to limit the pressure by Persian Gulf carriers on their price and quality. Apparently, flying the friendly sky is all about U.S. airlines making money on the backs of their captive consumers.

This all started when Delta, American and United hatched a big plan to limit flights to the United States by the airlines Emirates, Etihad Airways and Qatar Airways. The intent was to eliminate options for American consumers. Delta, the anti-competition gang leader, hoped to limit the foreign airlines' ability to offer lower prices, as well.

When the American airlines realized they were fighting in

vain, they shifted their focus toward preventing the Persian airlines from expanding their routes between U.S. cities and popular international destinations.



All told, they spent up to \$50 million of their shareholders' cash lobbying for government intervention against competition — but it was all for naught. As it turns out, in spite of the money, this is one of those rare instances when the cronies lost and consumers and competition won the day. Indeed, a recent agreement between the United States and the United Arab Emirates — after a similar agreement in January with Qatar — basically changes nothing and preserves the open-skies agreement, with its market-liberalizing rules, between the two nations.

The Gulf carriers agreed to

new financial transparency standards, but no one believes that's what the U.S. carriers were fighting so hard to achieve. The real point of contention was the use of so-called fifth freedom flights, which allow airlines to carry traffic between foreign countries if they begin or end the route within their own nation. The U.S. airlines sought to prevent the Gulf carriers from expanding their fifth freedom routes in the United States, but instead of outright prohibition, they got only an assurance that there were currently no plans to add fifth freedom flights. It's a meaningless statement, seeing as they can change their plans at any time.

What's notable is that despite gaining almost nothing of substance, the protectionists are nonetheless claiming victory.

The director of the White House National Trade Council and leader of the protectionist contingent, Peter Navarro, pounced to declare a freeze on new U.S. routes by the Gulf carriers. He was subsequently forced to walk

it back, as no such freeze exists. It's a good thing for consumers that competition is still permitted.

The U.S. airlines couched their cronyism in appeals to fairness, arguing that the Gulf carriers were in violation of open-skies agreements by allegedly receiving government subsidies. Their case was considered weak even before weighing the various subsidies that domestic airlines also receive.

A common error made by protectionists in this and other cases is the presumption that foreign subsidies put the United States at a competitive disadvantage. What's notable about this misunderstanding is that it's often asserted by the same individuals who profess to support limited government and free markets. They believe in free markets, but they don't believe in them enough to trust that they themselves can outperform the less-free nations that choose to direct economic resources via political processes.

The common reply is that they believe in free markets as long as

they are "fair," but in the eyes of too many, fairness is a euphemism for a lack of competition. It seems much likelier that they don't really believe in markets at all. In the eyes of the protectionist, government must intervene whenever a U.S. industry appears to flounder, regardless of the source or nature of the competition. Navarro, for instance, is fully on board with the president's latest disastrous idea of a 25 percent tariff on auto imports.

The upside to the agreements with Persian Gulf governments to preserve open skies is two-fold. First, they preserve competition, which is by far the best way for consumers to get better and cheaper products year after year. Second, they send a strong message to the cronies that their dirty tricks don't always work.

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

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# Bannon: Midterms to determine if you're with Pelosi or with Trump

The Republican Party is facing dim prospects in the upcoming midterm elections. But it doesn't have to be that way, says Steve Bannon, the chief ideologist of the populist wave that brought Donald Trump into the White House. "If the Republicans continue on the path they are on," Bannon told me recently, "they will lose 40 seats in the House and President Trump will be impeached." He presented an alternative that strikes me as clever, and it's a strategy that Trump himself seems to instinctively get.

Bannon was in Rome to learn from and provide support to the unusual coalition of populists and nationalists who together won half the vote in Italy's recent elections and are now set to govern. Bannon sees that sort of coalition — mixing left and right, old and young — as his goal for the United States. "Europe is about a year ahead of the United States. ... You see populist-nationalist movements with reform [here]. ... You could begin to see the elements of Bernie Sanders coupled with the Trump movement that really becomes a dominant political force in American politics." (This column draws on an on-air interview he did with me for CNN, as well as a subsequent conversation.)

The Republican Party's strategy, for now, appears to be to make the midterm elections a series of local contests focusing on the tax cut and the healthy economy. Bannon views this as fundamentally misguided. "You have to nationalize the election," he said. Bannon understands that voters are moved from the gut more than through a

wonky analysis of taxes. "This is going to be an emotional [election] — you're either with [House Democratic leader] Nancy Pelosi or you're with Donald Trump. ... Trump's second presidential race will be on Nov. 6 of this year."

Bannon is most focused on the issue of immigration because it hits both the heart and the head. "Immigration is about not just sovereignty, it's about jobs." He believes that the Trump coalition can attract up to a third of Bernie Sanders supporters who see trade and immigration as having created unfair competition for jobs, particularly for working-class blacks and Hispanics. He advocates appealing directly to those voters, saying, "You're not going to be able to take the Hispanic and black community from the STEM system in grammar school to our best engineering schools ... to the great jobs in Silicon Valley, unless you start to limit these H-1B visas and this unfair competition ... from East Asia and South Asia."

Now, this strikes me as entirely wrong. The reason that not enough Hispanic and black students end up in Silicon Valley has much more to do with a broken education system, particularly for poorer kids, than the modest number of skilled Asian immigrants who get work visas. The most likely result of limiting these visas is that talented immigrants will simply go elsewhere — Canada, Britain, Australia — and start successful companies there. And, in fact, there is lots of evidence this is already happening.

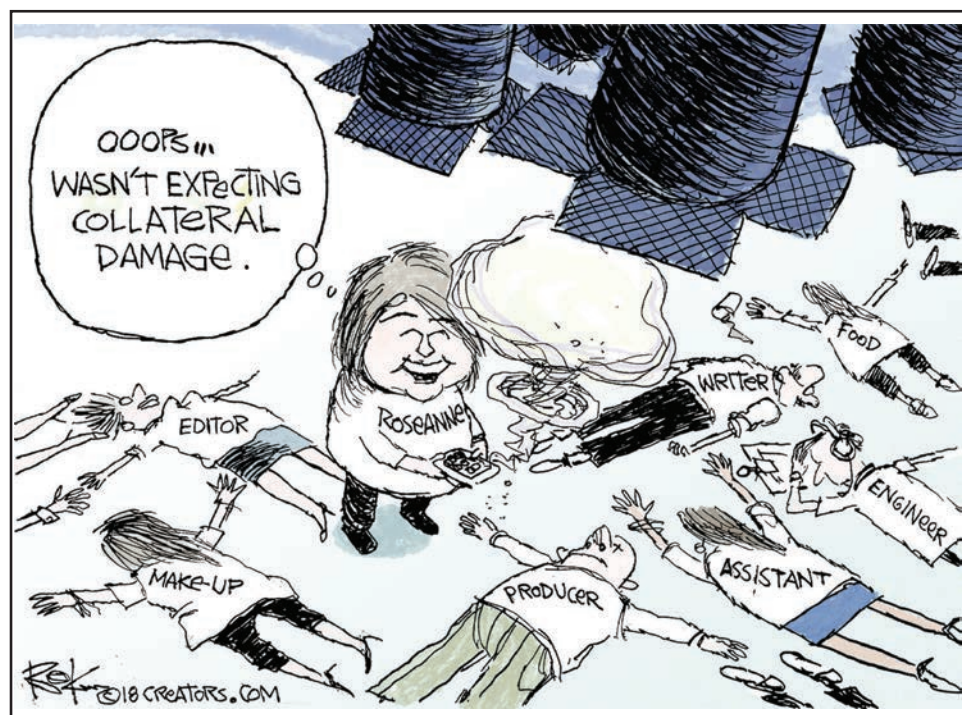
But Bannon is right that this is a brilliant electoral strategy. The idea of greater immigration controls has an undeniable mainstream appeal. The Democratic Party is too far to the left on many of these issues, embracing concepts like sanctuary cities, which only reinforces its image as a party that is more concerned with race, identity and multiculturalism than the rule of law.

Where Bannon is analytic and historical, Trump is instinctive. But the president appears to see the situation similarly. I wrote last month that Trump would try to fight the midterm elections on immigration

and added, "Do not be surprised if Trump also picks a few fights with black athletes." In recent weeks, the president has labeled immigrant gang members "animals" and suggested that football players who silently protest police violence against blacks should leave the country.

Bannon thinks Trump is just getting started in nationalizing the election around immigration. He predicted the next major battle would be over the proposed wall

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# Opinion

## 'Overutilization' is the culprit in high healthcare costs, say my doctor friends

Years ago, I went to my doctor for my annual physical. He sent me across the street to the hospital to have blood tests performed. He later reported to me the results of 12 tests. That fall, Medicare capped the fees on some of the procedures that they paid for. The next spring when I went for my annual physical, the doctor now had his own lab and ordered 23 tests. That is what I call "overutilization."

Again, the Republicans are going to try and repeal ObamaCare. They are acting like Don Quixote tilting at windmills. There will be a lot of bluster and expended effort, but in the end, ObamaCare will still be standing.

For eons, my two doctor friends at our Saturday morning "Breakfast Club" have pushed for universal healthcare. One of the doctors had practiced medicine in Germany and extolled the virtues of its universal healthcare system.

During the conversation, I told the doctors of an experience I had while floating down the Danube River. Sitting in front of me while on a side excursion in a bus, was a

German doctor. I asked him where he practiced. Shockingly, he said, "London." I replied, "Good gracious, why?" He replied, "I get paid more."

I then told my very good doctor friends that I would man the barricades for universal healthcare if it would cut costs in the U.S. by 50 percent. I have read and heard that our healthcare costs are twice as much as other developed countries. I have also read that we rank 11th in the quality of healthcare in the developed world. This is not a very good scorecard.

If you want to put your liberal friends to sleep, just try to explain to them what America's current healthcare system looks like when it comes to the patients.

First, 157 million Americans are covered by their private employers. Second, 112 million Americans are covered by government-operated healthcare plans such as Medicare, Medicaid and CHIP and 23 million can afford their own policies. Here is the key point: That leaves only 7 million plus the 30 million uninsured that really need a plan like ObamaCare.

So, my question to you, my liberal friends, is, "Why throw the baby out with the bathwater when it comes to healthcare?" What America really needs is to just tweak the system that we have and focus on lowering the cost.

At the end of the breakfast — after all the fights were broken up — I asked the doctors what could be done to lower Americans' healthcare costs. In unison, they replied, "Reduce overutilization." Wow!

I then got an extended tutorial on overutilization. One segment was on the treatment of appendicitis. They said it used to take 15 minutes to perform the slash in your tummy, administer a good dose of antibiotics and give you a pat on the head. But now the doc must decide among treatment options, including the old standard surgical appendectomy or maybe a laparotomy or laparoscopy.

In a 2014, CBS posted a report titled "Costs of an Appendectomy." It said that a user of the social news aggregation site Reddit had posted his bill for an appendectomy — a whopping \$55,000. The story quoted a study that showed that appendix removals around the U.S. can range from \$1,500 all

the way up to \$180,000. Now that's a lot of silver and gold.

A few years back, I thought I had a pretty good idea: What if we get a group of small businesses to band together, build a clinic and hire their own doctors? I failed at this endeavor for myriad reasons, one of which was that I am very old. But recently, I was vindicated in my thought process. This headline appeared in the *Los Angeles Times* earlier this year: "Amazon, JPMorgan and Berkshire-Hathaway Team Up to Lower Healthcare Costs for their Employees — and Maybe Everyone."

Everyone says that if you want to have better healthcare and lower costs, you need to educate the public. I don't agree with that position. In order to have better healthcare and lower costs, you need to educate the owners of businesses. Just look at the upside: higher wages for employees, better equipment to raise productivity and more profits for shareholders. Now that's a win-win proposition.

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



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## CALENDAR

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### July 5, 6-7:30 p.m.

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

### July 6, 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).

### July 6, 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).

### July 6, 8-10 a.m.

**First Friday Face-to-Face,** a West Jordan Chamber of Commerce business-to-business networking event. Location is the Megaplex Theatres at The District, 3761 W. Parkway Plaza Drive, South Jordan. Free. Details are at <http://bit.ly/2ATHGAU>.

### July 6, 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>.

### July 11, 9 a.m.-3 p.m.

**Metals Additive Manufacturing Workshop,** developed by the University of Utah Mechanical Engineering Department, in collaboration with the University of Utah Manufacturing Extension Partnership Center. Workshop will focus on 3D printing with metals. Location is University of Utah Continuing Education, 10011 Centennial Parkway, Room 106, Sandy. Free. Details are available at (801) 587-0713 or email [info@mep.utah.edu](mailto:info@mep.utah.edu).

### July 11, 5-7 p.m.

**Business After Hours,** an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Days Stadium, 668 17th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### July 12, 8 a.m.-3:30 p.m.

**"Unemployment Insurance: Challenging Claims and Controlling Cost,"** an Employers Council event. Participants will learn who is covered by unemployment insurance, when benefits are awarded, and strategies for lowering unemployment costs. 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).

### July 12, 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>.

### July 12, 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>.

### July 12, 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>.

### July 13, 7:45-9 a.m.

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

### July 13, 8:30-11:30 a.m.

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

### July 17, 8 a.m.-3:30 p.m.

**"Lead Worker Training,"** an Employers Council event. Participants will learn about the changing relationships for leads and group or team leaders, the expectations and limitations of the position, and the communication demands from employees and management. Location is

Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$205. Details are at [employerscouncil.org](http://employerscouncil.org).

### July 17, 11:30 a.m.-1 p.m.

**Business Women's Forum.** Location is 50 West Club & Café, 50 Broadway, Salt Lake City. Cost is \$27 for members, \$35 for non-members. Details are at [slchamber.com](http://slchamber.com).

### July 17, 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).

### July 17, 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).

### July 18, 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>.

### July 18, 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>.

### July 18, 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. Details are at <https://utahsbdc.org/trainings>.

### July 19, 8 a.m.-3:30 p.m.

**"Legal Issues in Managing Employees for Governments and Special Districts,"** an Employers Council event. Participants will learn about key federal and state laws affecting employment decisions of local government, special districts and quasi-governmental agencies. 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).

### July 19, 9 a.m.-noon

**2018 UTC Open,** a Utah Technology Council event for UTC-member executives. Location is Topgolf, 920 Jordan River Blvd., Midvale. Sponsorships are available. Details are at [utahtech.org](http://utahtech.org).

### July 20, noon-1 p.m.

**Silicon Slopes Live,** a lunch and live recording of a Silicon Slopes podcast featuring Aaron Skonnard, CEO of Pluralsight. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Details are at <https://www.meetup.com/meetup-group-sihsrwGn/events/250784641/>.

### July 25, 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

see **CALENDAR** next page

**FOXLEY***from page 8*

president of data center strategy, visited the Eagle Mountain site nearly nine years ago when she was in another role with another organization. All these years later she remembered the community and the site for its beauty and its potential. Given that so many people were involved in Utah or with the site over the years, including our key contact within the company, I draw a few important lessons. It's always important to have our game faces on. People change roles and they take their contacts and knowledge with them. Even if something doesn't work today it might work for some future company and some future need.

I also learned that we never know when the fruits of our labor will be ready to harvest. I thank whoever was involved in a site visit nine years ago for allowing our team the chance to bring this deal across the finish line.

I could go on and on about all of the cool things we learned through this experience and there are dozens of people to thank. In addition to the elected officials, Val Hale, Ben Hart, Thomas Wadsworth, Ifo Pili, Rob Smith, Paul Clements, Chris Pengra, Gary Hoogeveen, Cindy Crane, Aaron Sandborne, Rob Sant, David Peterson, Russ Fotheringham and several others played key roles at key times. To mix metaphors, Mike Flynn was EDCUtah's quarterback on this and he consistently moved the ball three yards every single play.

We will share more about the project and some of the additional stories behind it in the coming weeks, but needless to say we are very excited for Eagle Mountain, Utah County and the whole state for this great win.

**CALENDAR***from previous page*

at [holladaychamberofcommerce.org](http://holladaychamberofcommerce.org).

**July 26, 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>.

**July 26, 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>.

**July 26, 6-7 p.m.**

**Health Insurance Clinic**, a Small Business Development


**BUSINESS OPPORTUNITY****REQUEST FOR PROPOSALS****Airport Food & Beverage Concessions  
Section 1 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 food & beverage concession(s) at the Salt Lake City International Airport (Airport).

The RFP can be obtained by Respondent(s) beginning June 1, 2018 by registering online at <https://solutions.scquest.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 August 10, 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 June 29, 2018, at the Hampton Inn & Suites – Salt Lake City Airport located at 307 North Admiral Byrd Road, Salt Lake City, UT 84116, beginning at 8:30 a.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 June 20, 2018.

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

**July 27, 3-5 p.m.**

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

**July 31, 8 a.m.-noon**

**“Advanced Human Resource Management Program,”** an Employers Council event consisting of five half-day sessions. The class will teach advanced-level information, guidance and best practice tips on topics that experienced human resources professional should know. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at [employerscouncil.org](http://employerscouncil.org).

**Aug. 1, 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).

**SALES TAX***from page 1*

- If Utah broadened the sales tax base to include all personal consumption transactions, the state could drop the effective rate to 2.1 percent (from 6.2 percent currently) and generate the same amount of revenue.

- Sales taxes on services are supported by economists and policy analysts across the ideological spectrum. However, expanding sales taxes to capture services can face intense pushback from industries to be affected and from citizens who fear the change will result in net tax increases.

“Broaden the base and reduce the rate” is a common mantra in economic and policy circles, but when it comes to the sales tax that's easier said than done,” said Utah Foundation President Peter Reichard. “Still, the public and policymakers need to take a hard look at exemptions and exclusions to ensure we're not putting undue upward pressure on sales tax rates.”

“The Everyday Tax: Sales Taxation in Utah” is the third report in a series looking at Utah's main sources of tax revenue. This report and the others in the series are available at the Utah Foundation website, [www.utahfoundation.org](http://www.utahfoundation.org).

**CAREERS****TECHNICAL**

**Oracle America, Inc.** has openings for **Technical Analyst** positions in Lehi, UT. Job duties include:  
Deliver solutions to the Oracle customer base while serving as an advocate for customer needs. Offer strategic technical support to assure the highest level of customer satisfaction. Oracle supports workforce diversity.  
Apply by e-mailing resume to:  
[john.monigan@oracle.com](mailto:john.monigan@oracle.com)  
Referencing 385.13984.

**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.

**ZAKARIA***from page 12*

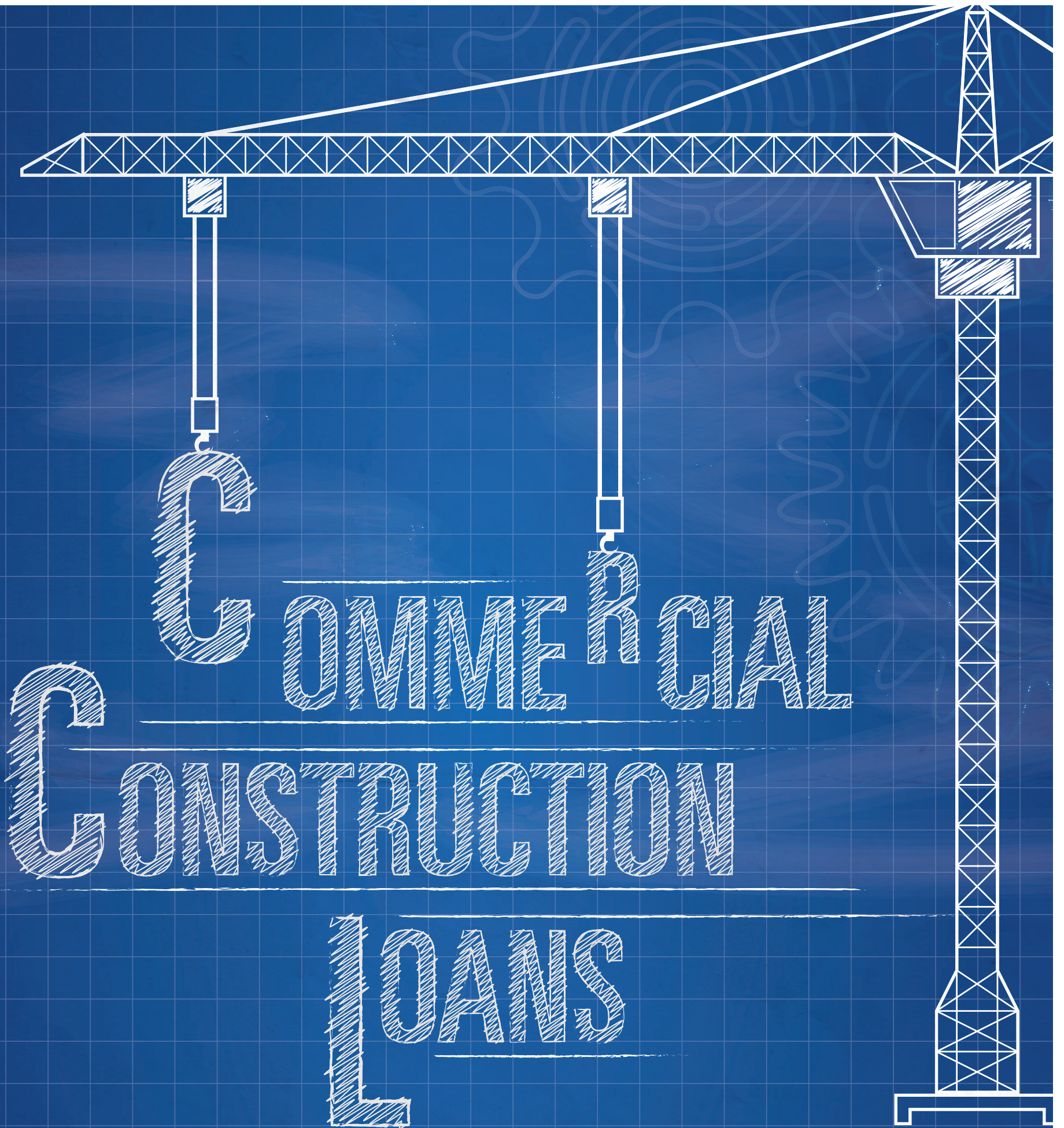
along the U.S.-Mexico border. “The wall is not just totemic. The wall is absolutely central to his program. ... As we come up on Sept. 30, if [Congress'] appropriations bill does not include spending to fully build his wall, ... I believe he will shut down the government.”

Sadly, but not surprisingly, Bannon doesn't think the fighting

and the rancor in the United States are going away any time soon. “[The] battle between nationalists and globalists is at the fundamental roots of what America is, what America will be,” he said. “This is very healthy, and ... I think this is going to go on for a long time. ... We've got a lot more fighting and a lot more scar tissue to go over.”

Fareed Zakaria's email address is [fareed.zakaria.gps@turner.com](mailto:fareed.zakaria.gps@turner.com).

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