

Focus



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Driverless Uber cars are lined up in preparation for test rides by journalists in Philadelphia. A panel at the recent Utah Technology Innovation Summit said that autonomous system development is advancing but pervasive use by the general public could take a while and will likely occur gradually.

Driverless cars are coming - just not right away, tech meet hears

Brice Wallace
The Enterprise

The likelihood of having a driverless car as a commonplace thing is, according to a recent discussion in Salt Lake City, not around the proverbial corner.

Autonomous systems will continue to advance but widespread use in such things as driverless vehicles will occur incrementally, according to a panel at the Utah Technology Innovation Summit, presented by the Utah Science Technology and Research Initiative (USTAR).

Dan Patt, CEO of Vena Robotics, said we are on the verge of a new revolution.

“At the same time, on our day to day, our continuing time scale, this change is going to be gradual,” he said. “I don’t believe that suddenly in 2019 you’re going to go to all the car dealerships and you’re going to find these driverless cars.”

Panelists mentioned several obstacles in the way of widespread use, including humans’ comfort level with the technology, the technology needing to improve and the possible job losses or changes resulting from implementing the new technologies.

Devin Stewart, corporate general manager at Autonomous Solutions Inc. in Lo-

see SUMMIT page 15

CPI shows that summer living is more expensive

It’s summer and like every year at this time, the cost of travel-related activities like flying and staying in hotels is up. Combine that with a continuing skyrocketing gasoline price and high rent and it’s costing more to live in Utah.

The Zions Bank Wasatch Front Consumer Price Index (CPI) increased a relatively significant 1.5 percent from April to May. Since this time last year, the CPI has grown 5 percent, the largest annual increase since the index began in 2010. During the same time frame, the national Consumer Price Index has increased 2.8 percent.

Rising prices within the Utah housing and transportation sectors continue to drive the majority of the increase in overall cost of living. Increases in the cost of airfare, vehicle rentals and gasoline drove increases in the transportation sector, while rising hotel and motel rates, combined with seasonal increases in apartment rates, had the largest impact on housing prices. Summer utility price increases are also pushing the index upward.

“Summer is a common time for prices to increase,” said Scott Anderson, president and CEO of Zions Bank. “Real estate and apartment owners tend to increase prices around May as they prepare for the increase in moving that comes with summer.

see CPI page 14

Pair of incentives bringing 900 jobs to Utah County

Brice Wallace
The Enterprise

A pair of corporate projects — one an expansion and another an outside company placing operations in Utah — will lead to the creation of about 900 jobs over the next five years in Utah County.

Lehi-based Canopy, which offers a cloud-based practice management product for tax professionals, will add up to 538 jobs — more than tripling its current 250 head-

count. Chicago-based GoHealth, a private online exchange for individuals and families to shop and compare health insurance plans, will hire 363 people for operations that will be at a currently vacant two-story, 50,000-square-foot building in Lindon.

The companies made the announcements last week after being approved for incentives by the Governor’s Office of Economic Development (GOED) board.

Canopy was founded in 2014 after CEO Kurt Avarell, a former Wall Street tax attorney, grew frustrated with the lack of

efficient, streamlined tools for tax professionals. In the same year, Canopy received \$2 million in seed funding. Since then, the company has received an additional \$70 million in funding, experienced 1,900 percent growth in paid customer accounts in 2016, and signed up more than 700 accounting firm customers.

“As a company born and bred in Utah, we’ve enjoyed the resources and benefits the state provides for small and growing busi-

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Tribune and Fox 13 announce newsgathering partnership

In a continuing effort to mitigate the impact of a major reduction in its news staff in May, *The Salt Lake Tribune* has announced a partnership with television station KSTU Fox 13 to collaborate by sharing content. In a joint press release last week, the two organizations said they will begin cross-promoting stories and highlighting those they determine to be the best in both media — online, in print and on the air. The collaboration started June 11.

The *Tribune* laid off 34 employees in May, citing the need to put in place drastic cost-cutting measures in the face of continuing declines in print circulation and advertising revenues. The cutbacks amounted to one-third of the paper's staff.

The *Tribune* previously had a close working relationship with Salt Lake City CBS affiliate KUTV Channel 2, but apparently chose to team with Fox 13 because of its more extensive local news operation. Channel 13 has 10 1/2 hours of daily news programming.

"For decades, the *Tribune* has taken pride in serving as Utah's independent voice and we've found a kindred team in Fox 13," said *Tribune* Editor Jennifer Napier-Pearce in the joint release. "We admire Fox 13's strength as a broadcast and social media leader and we are thrilled

to join forces to offer Utah's most in-depth and relevant news on multiple platforms."

Napier-Pearce said that *Tribune* reporters and editors will appear regularly on Fox 13 local news programs and that stories produced by Fox 13 will appear in the *Tribune's* print editions as well as on its website.

"We're very excited to expand our reach with such a distinguished and respected partner as the *Tribune*," said Fox 13 News Director Marc Sternfield. "Fox 13 News shares the *Tribune's* vision of providing the most reliable and highest-quality news coverage for Utah and this partnership will strengthen both news organizations. It's a big win for the public."

In an email to subscribers that contained the announcement about the collaboration with Channel 13, Napier-Pearce also gave assurances that the *Tribune's* news product would continue to be strong.

"Thank you for your loyal support during what has been a turbulent time for the *Tribune* newsroom," Napier-Pearce said. "Despite recent cutbacks and the financial uncertainty swirling around the news business, I can assure you the *Tribune* staff is resilient and remains committed to bringing you the highest-quality, most reliable and thoughtful local news every day."

Impartner buys U.K. company

South Jordan-based channel partner relationship management software developer Impartner has acquired Tremelo Software, a privately owned enterprise-class software company that sells brand-engagement programs and is based in the U.K.

Impartner was founded in 1997 and has about 120 employees.

Tremelo will bring a pair key technology solutions to the Impartner product portfolio, the company said. NewsOnDemand is a newsletter platform that allows the creation of automated newsletters and SocialOnDemand allows customers to syndicate social content.

"For vendors to have more powerful relationships with their partners, they must both be able to communicate with them precisely and easily, but also make it easy for partners to amplify their brand messages," said Impartner CEO Joe Wang. "This acquisition is part of Impartner's ongoing commitment to help our customers

streamline communications with their partners and turbocharge their indirect sales by providing the most complete set of channel management solutions available in the market."

Olivier Choron, founder and CEO of Tremelo, said that the firm had been operating in the U.K. for a decade, first under the name Purechannelapps, and had worked with many of the large vendors and distributors. He said that the partnership would give his company a chance to work with a firm that had been working hard to shake up the channel management software industry.

"This acquisition is a powerful accelerant that will only help amplify that transition and extend our reach globally," Choron said.

Wang added that the acquisition also adds a deep base of talent to Impartner on both the sales and engineering fronts, and further expands the company's presence in Europe, which has already seen dramatic growth since expanding to that region in 2015.

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Orbital ATK, employer of 3,000 Utahns, bought by Northrup Grumman

Aerospace manufacturer Orbital ATK, known famously in Utah for spectacular rocket motor tests at its facility near Promontory, has completed its purchase by Northrup Grumman. The deal, first announced last fall, has a price tag of \$9.2 billion.

Both companies have significant operations in Utah. Orbital ATK has eight facilities in the state, with manufacturing and testing units in Clearfield, Magna and Promontory. ATK employs about 3,000 Utahns with a local payroll of nearly \$250 million. Its opera-

tions consist of development and testing of propulsion systems for rockets and missiles and manufacturing advanced composite components for both commercial and military aircraft.

Northrup Grumman has four offices where the company con-

ducts military defense work, primarily the fabrication of high-tech equipment for long-range strike bombers employing about 1,100 in the state.

The acquisition by Northrup Grumman includes \$1.4 billion in debt transfer in the sale price, a release from Northrup Grumman said. The deal was finalized following the resolution of antitrust considerations and was formally approved by the U.S. Federal Trade Commission earlier this month.

A number of conditions have been stipulated as part of the deal to ensure that competition in supplying rockets to the U.S. Defense Department still remains. "By ensuring that other missile suppliers can continue to compete, the settlement preserves the pro-competitive benefits of the transaction while addressing the potential anticompetitive harms," a statement by the FTC said.

One such condition enforced by the FTC is that Northrup Grumman must make Orbital ATK-developed solid rocket motors available to other defense and aerospace contractors "on a non-discriminatory basis under specified circumstances," the FTC said.

Although Norman Grumman has a long history in producing spacecraft, before its purchase of Orbital ATK, the company was not seen as a leading player in the launch industry. The acquisition is seen as a "complementary fit" and not one that will reduce competition in the defense and space sectors, according to Northrup Grumman CEO Wes Bush.

"Northrup tends to focus on the larger systems that have a set

of mission applications that is attendant with that class of platform, whereas Orbital ATK has demonstrated a very significant capability in the small and medium size, and, I would say, more agile class of spacecraft," said Bush.

Orbital ATK will now be named Northrup Grumman Innovation Systems and will become Northrup Grumman's fourth business sector along with its Aerospace Systems, Mission Systems and Technology Services. The new sector will be headed by Blake Larson, who previously served as the chief operating officer of Orbital ATK.

"We are delighted to have them join the Northrup Grumman team and we are very excited about the value creation our combination represents for our customers, shareholders and employees. Together, through our leading technologies and innovation-focused culture, we look forward to developing enhanced mission capabilities and more competitive offerings in critical global security domains," said Bush.

Salt Symposium meeting in Park City

If there's something you need to know about salt, Utah would be a good place to look for answers this week.

The 10th World Salt Symposium is convening June 19-21 in Park City and will feature nearly 100 presentations from around the globe covering all topics related to salt. Starting in the 1960s, people from around the world have gathered to share information on the health benefits and uses of salt, salt mining practices and solar salt production. The last such meeting was held in Beijing, China, in 2009. Organizers say the extended period between these conferences ensures far-reaching and inclusive technical content. Over 500 international salt experts are registered to attend the three-day conference.

Organized and hosted by the Naples, Florida-based Salt Institute in cooperation with several other salt organizations from around the world, the World Salt Symposium focuses on the latest research and development in the international salt sector. It covers a wide spectrum of subjects, embracing the science, engineering, technology, economics and history of all forms of sodium chloride salt and their uses. As a broad international platform, the 2018 World Salt Symposium will enable researchers, producers and users of salt to become acquainted with the latest developments and technologies in this important industrial area, the institute said.

Four of the world's top scientists on cardiovascular health outcomes will gather for a frank discussion on salt and health. They will focus on

the need for large, randomized, controlled trials on the impact of salt on health outcomes before any population-wide sodium reduction recommendation can be made. The panel will include Dr. Michael H. Alderman, Albert Einstein College of Medicine; Dr. Andrew Mente, McMaster University; Dr. David A. McCarron, University of California Davis; and Dr. Jan A. Staessen of the University of Leuven in Belgium.

Other topics to be discussed at the meeting will include the importance of iodized salt for thyroid health; new technology in winter maintenance for environmental road salting; and new techniques in various types of salt production including mine safety. Experts will present on issues ranging from the history of salt production in the ancient world to maintaining the integrity of modern salt caves used to store the U.S. Strategic Petroleum Reserve.

"We are pleased to bring the World Salt Symposium back to the United States and to host this important event," said Lori Roman, president of the Salt Institute. "The Salt Institute is also happy to announce that we have made our 55-year-old World Salt Symposia archive available on a new website that will serve as a permanent and public archive of all past and future papers presented at World Salt Symposia."

The Salt Institute archives are available at www.worldsaltsymposium.org. Keynote sessions of the conference will be streamed live on the World Salt Symposium YouTube page (<http://bit.ly/salt2018>).

Enterprise

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

Enterprise Newspaper Group

825 North 300 West Ste. NE220
Salt Lake City, Utah 84103
801-533-0556 FAX 801-533-0684
www.slenterprise.com

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Subscription Rates:

Online only, \$65 per year
Print only, \$75 per year
Online and Print, \$85 per year

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Periodical postage paid at Salt Lake City, Utah
POSTMASTER: Send address corrections to:
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UofU doctor, students raise \$975,000 for intubation tech startup fall launch

While treating people in Africa, University of Utah anesthesiologist Sean Runnels invented a suite of intubation tools for placing breathing tubes during medical procedures.

Now Runnels want to sell the products. With help from students at the University of Utah's Lassonde Entrepreneur Institute and the Center for Technology and Venture Commercialization (TVC), he refined his technology, formed the startup company called Through the Cords, raised more than \$975,000 and plans to launch the products this fall, according to a release from Lassonde.

The devices are designed to be cheaper and more accurate than existing options, Runnels said. They include an intuitive, color-zoned, depth-control system that makes it easy to see how deep the tube is placed into a patient's windpipe and a steerable introducer tip that makes it easy to place.

"Our articulating bougie (the instrument that is inserted during intubation) is designed with the video laryngoscope in mind and will help reduce the many complications and deaths seen every year due to unsuccessful intubations," Runnels said. "It is also significantly less expensive than the current gold standard of care, which is a fiber-optic device that is costly, difficult to use and easy to break."

Intubation is the third-most common medical procedure in

the U.S., with over 40 million performed annually, according to Runnels. Each year, there are more than half a million complications from failed intubation attempts and poor depth control, resulting in more than 100,000 deaths. These complications are most common during emergency intubations. These problems are worse in developing countries with limited access to technology and trained technicians.

Students from the Lassonde Institute helped develop the initial business plan for Through the Cords while participating in the Pierre and Claudette Lassonde New Venture Development Center. The students won the \$40,000 grand prize in the 2016 Utah Entrepreneur Challenge and \$10,000 in the 2016 Bench to Bedside competition. These prizes provided important early funding to help Runnels refine his prototypes.

"We pair graduate students with faculty inventors like Sean to help them understand the market for their technology and its potential," said Troy D'Ambrosio, executive director of the Lassonde Institute and an assistant dean at the David Eccles School of Business. "The students spend an entire year working with the faculty member. The students come out with a great experience and the faculty member gets much-needed help."

TVC has also provided substantial support. It helped Runnels



Dr. Sean Runnels, an anesthesiologist at the University of Utah has developed a set of surgical intubation tools and with the help of students from the school's Lassonde Entrepreneur Institute and the Center for Technology and Venture Commercialization, has raised the money necessary to launch a startup to market the devices.

spin his technology into the university in 2015 to take advantage of resources available on campus and provided an initial \$25,000 grant to develop the initial prototypes.

"We are uniquely positioned within the U's innovation ecosystem to work with faculty like Dr. Runnels and their cutting-edge intellectual property," said Aaron Duffy, a technology man-

ager at TVC. "The great success of this technology with the Lassonde Institute highlights how each piece of the innovation ecosystem works together to help the U's amazing technologies get to the marketplace."

Since 2016, Runnels has further validated and refined his device, secured six patents and raised significant funding and recognition. He recently raised \$600,000 in the first funding round, earned \$300,000 in grants from the Utah Governor's Office

of Economic Development and received recognition, including an award from the American Society of Anesthesiology's Foundation for Anesthesia Education and Research.

The story behind Through the Cords began in 2013, when Runnels started a three-year sabbatical working with Mercy Ships in West Africa and the National University in Rwanda. During this time, he performed

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JourneyTEAM, Soren merge

South Jordan-based JourneyTEAM, a business technology consulting firm, has merged with Soren Innovations, a SharePoint and Office 365 consultant. The combination of the two entities forms a strong force in Microsoft SharePoint and Office 365 consulting, a joint release said.

“Exciting times. JourneyTeam has such a great reputation in the SharePoint market,” said Kipp Sorensen, CEO of Soren Innovations. “We are excited to join forces and bring together our expertise in knowledge management, information architecture and SharePoint to provide a more well-rounded ser-

vice to our clients.”

“Combining forces with Soren Innovations will allow JourneyTEAM to provide increased expertise related to SharePoint and Office 365, both to our local clients in the Wasatch Front as well as internationally,” said Brian Tenney, CEO of JourneyTEAM.

Soren Innovations will move operations to the main JourneyTEAM corporate headquarters in South Jordan.

Founded in 1993, JourneyTEAM employs 100 consultants, techs and support staff. Soren Innovations has about 60 employees.

Texas firm buys Moki Mobility

Dura Holdings Inc. of San Antonio, Texas, has acquired Moki Mobility Inc., an administrative software for mobile devices company based in Alpine.

“We are extremely excited to help take Moki to the next level. This is a world-class team that we’re excited to now have as part of our family,” said Paul Salisbury, CEO of Dura Holdings. Salisbury

will be the CEO of the Moki division of Dura.

As part of the acquisition, the headquarters for Moki will relocate from Utah to San Antonio. The company said it expects to keep a presence in the Salt Lake City area.

Founded in 2011, Moki Mobility employs 120 in its Utah operations.

Survey: Most Salt Lake workers would love work-at-home option

Two-thirds of Salt Lake City workers in a recent survey indicated they would love to have the option to work at home at least some of the time.

While the 67-percent figure might seem high, it places workers in Salt Lake City and Pittsburgh as the least concerned about the option to telecommute.

The survey by global staffing firm Robert Half rated how likely workers would be to accept a job if it offered telecommuting as a possibility. In the 28 surveyed cities, 77 percent indicated they would like the option to do some work at home.

About half — 51 percent — of Salt Lake City workers admit there are downsides to telecommuting and cited feelings of isolation from their team and people abusing the benefit as the most common negatives to remote work.

Of all age groups, local workers aged 18-34 find telecommuting most appealing.

The telecommuting work option was most attractive to professionals in Los Angeles and San Francisco. A Robert Half survey last fall indicated that San Francisco had one of the longest average commutes in the U.S. and that

Los Angeles had the most stressful commute. In that same survey, Salt Lake City workers faced the 27th-worst average commute times, at nearly 41 minutes, and the 23rd-most-stressful commutes.

Robert Half indicated that offering telecommuting options could help local companies trying to lure and retain professionals in a tight job market.

“High employment levels mean more people are on the roads traveling to and from their jobs, which increases traffic and makes working remotely more appealing,” said Paul McDonald, senior executive director for Robert Half. “Employees want the ability to telecommute for various reasons. For some it’s flexibility in their schedule; for others it’s about saving time and money. Companies that promote these options are more likely to attract top candidates in a competitive employment market.”

The survey was developed by Robert Half and conducted by an independent research firm and includes responses from more than 2,800 workers 18 years of age or older and employed in office environments in 28 major U.S. cities.

EY names Utah entrepreneur winners

EY has announced the winners of its annual Entrepreneur of the Year awards for the Utah region. Entrepreneur of the Year recognizes business leaders who are excelling in areas such as innovation, financial performance and personal commitment to their businesses and communities, the firm said in the release naming this year’s winners. The winners were selected by a panel of independent judges and revealed at a black-tie awards event on June 2 at the Grand America Hotel in Salt Lake City.

EY has recognized more than 10,000 business leaders around the world since the inception of the program more than 30 years ago. Past winners have disrupted industries, created new product categories and successfully brought new innovation and technology to traditional industries, EY said. Past winners include such entrepreneurs as Howard Schultz of Starbucks Coffee Co., John Mackey of Whole Foods Market, Pierre Omidyar of eBay Inc., Reid Hoffman and Jeff Weiner of LinkedIn and Mindy Grossman of HSN.

“These winners represent the exceptional ideas, leadership and innovation that have propelled Silicon Slopes and entrepreneurship in Utah,” said Shawn Goff, Salt Lake City office managing partner of Ernst & Young LLP and director of the local Entrepreneur of the Year program. “They have redefined how we live, work and play and we salute them for their invaluable contributions.”

The winners of the Entrepreneur of the Year 2018 Utah Region Awards are:

- Lifetime Achievement Award: FJ Management Inc. (Salt Lake City), Crystal Magglet, CEO.
- Business Software Award: BambooHR

(Lindon), Ben Peterson, CEO; and Ryan Sanders, COO.

- Products and Logistics Award: Cariloha (Sandy), Jeff Pedersen, founder and CEO.

- Technology Award: ClickFunnels (Eagle, Idaho), Russell Brunson, co-founder and CEO.

- Health and Life Sciences Award: Collective Medical Technologies Inc. (Draper), Chris Klomp, CEO; Adam Green, chief information security officer; and Wylie van den Akker, chief technology officer.


- Manufacturing and Consumer Products Award: Kodiak Cakes LLC (Park City), Joel Clark, co-founder and CEO; and Cam Smith, co-founder and COO.

- Consumer Services Award: Paparazzi LLC (Hurricane), Misty Kirby, Trent Kirby, Chani Reeve and Ryan Reeve, founders.

- Business Services Award: TaskEasy (Salt Lake City), Ken Davis, CEO and founder.

- Social Entrepreneur Award: The Other Side Academy (Salt Lake City), Dave Durocher, managing director; Alan Fahringer, director; Joseph Grenny, chairman and co-founder; Tim Stay, CEO; and Lola Zagey, director.

Now in its 32nd year, the Entrepreneur of the Year program has expanded to recognize business leaders in more than 145 cities and more than 60 countries throughout the world. Regional award winners are eligible for consideration for the Entrepreneur of the Year national awards. Award winners in several national categories, as well as the Entrepreneur of the Year national overall winner, will be announced at the Entrepreneur of the Year national awards gala in Palm Springs, California, on Nov. 10. The national overall winner then moves on to compete for the World Entrepreneur of the Year Award in Monaco in June 2019.



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AGRICULTURE

• The **Downtown Farmers Market** at Pioneer Park has opened for its 27th season, which will continue every Saturday through Oct. 20. A project of **Urban Food Connections of Utah**, the market seeks to help communities incorporate more local and whole foods into their daily menus while supporting regional farmers and food producers. The market has more than 200 food vendors and 100 arts and crafts vendors. A full vendor list is at slcfarmersmarket.org.

ARTS/ENTERTAINMENT

• The **Utah Arts & Cultural Coalition (UACC)** has announced new board members who will help drive its mission to increase awareness about arts and cultural opportunities in Utah. The newly elected members are **Kristin Beck**, director of urban activation and managing director of Cultural Core with Downtown SLC Presents; **Kathy Cieslewicz**, Sears Art Museum director/curator at Dixie State University; **Debbie Ditton**, owner of Debbie Ditton Voice Studio; **Laura Durham**, community engagement coordinator at KUED Channel 7; **Beyley Hedglin**, Utah State University Monticello Campus site supervisor and executive director of the San Juan County Chamber of Commerce; **Michael Ori**, founder/owner of Ori Media and Studio Elevn; and **Bryn Ramjoue**, director of communications at Red Butte Gardens.

• The **Utah State Fairpark** has named **mediaRif**, Kaysville, as its creative advertising agency of record. The Fairpark is home to the Utah State Fair and plays host to hundreds of other public and private events each year. MediaRif is a digital creative agency with expertise in film/video, animation, web/software and live event production. The principals have been the creative agency of record for the Utah State Fair for the past five years.

BANKING

• **America First Credit Union** has named **Tiana Beck** as service center manager of the South Jordan Harmons branch. Beck began her career at America First in 2014 as a teller at the South Jordan 10400 South branch and, for two years, she worked her way up through the ranks as a backup lead teller and eventually lead teller. In 2016, Beck transitioned



Tiana Beck

to the Kearns Harmons branch as the service center lead teller and was then promoted to assistant branch manager of the West Valley branch in February of 2017. Beck has since been serving members as the market branch assistant manager of the Taylorsville branch until her promotion to service center manager at America First's South Jordan Harmons branch.



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DIRECT SALES

• **Young Living Essential Oils**, Lehi, has appointed **Lee Bowen** as chief financial officer. He will be responsible for all aspects of the company's financial condition, as well as overseeing the accounting, tax, finance, commission services and human resources departments. Bowen has over 20 years of experience in financial operations, strategy development and leadership. He joined Young Living in 2014 as director of finance and was later promoted to senior director of finance, vice president of finance and most recently to senior vice president of finance. Prior to joining Young Living, he worked at Intel Corp. as regional director of finance at Hilti as an expatriate in Panama, and as the director of financial planning and analysis at Nature's Sunshine. His education includes a B.S. in accounting from Brigham Young University.



Lee Bowen

EDUCATION/TRAINING

• The board of directors of the proposed **Noorda College of Osteopathic Medicine (NCOM)**, Provo, has appointed **John J.**

Dougherty as founding dean and chief academic officer. He will shepherd the college through the accreditation process and identify and recruit a team of professionals. Dougherty most recently served as dean for the College of Osteopathic Medicine at Touro University Nevada. Dougherty has 26 years of experience in osteopathic medicine, with significant experience in College of Osteopathic Medicine leadership and graduate medical education.



John Dougherty

Women Tech Council, in partnership with **Peak Ventures**, Lehi, has launched the **Tech Entrepreneurship Apprenticeship** program. The four-week program for high school juniors and seniors teaches technology and entrepreneurship skills from industry entrepreneurs and leaders and provides hands-on experiences in careers that align with student interests, ultimately beginning students on a path to enter and lead the technology workforce and pursue their passions. The first program cohort of 30 students are from 20 high schools. They are experiencing twice-weekly hands-on workshops taught by industry professionals. The 2018 program will run Mondays and Wednesday through June 27. Details are at www.womentechcouncil.com/entrepreneur-apprenticeship-program.

ENERGY

• **Vivint Solar Inc.**, Lehi, has announced the closing and funding of \$811 million aggregate principal amount of debt financing comprised of two separate transactions. The first is a capital markets issuance by its wholly owned subsidiary, Vivint Solar Financing V LLC, of \$466 million aggregate principal amount of solar asset-backed notes. The offering was upsized from the original offering size of \$355 million to become the largest securitization of residential solar power purchase agreements and leases to date, Vivint said. In addition, Vivint Solar Financing IV LLC, issued, in a private placement, \$345 million aggregate principal amount of solar asset-backed notes. Vivint said the proceeds from the two financings will be used to repay in full, or reduce the outstanding balance, of certain existing debt facilities of Vivint Solar Inc. and its subsidiaries and for general corporate purposes.

ENVIRONMENT

• **Salt Lake City Mayor Jackie Biskupski** has been select-

ed as chair of the **U.S. Conference of Mayors Alliance for a Sustainable Future**. She has held the position of vice chair since the fall of 2016 when the alliance was created. The U.S. Conference of Mayors and the Center for Climate and Energy Solutions



Jackie Biskupski

formed the Alliance for a Sustainable Future to provide a platform for the public and private sectors to advance carbon reduction programs and sustainable development. Biskupski is also serving as co-chair of the Sierra Club's Mayors for 100 Percent Clean Energy.

GOVERNMENT

• **Utah Department of Natural Resources (DNR)** Executive Director Mike Styler has named **Jeff Rasmussen**, deputy director of the **Utah Division of Parks and Recreation**, as the division's new director. Rasmussen served as the division's interim director since March. He has more than 25 years' experience with



Jeff Rasmussen

state parks and has served as the division's deputy director since 2012. He began his state parks career in 1992 as a park ranger at Antelope Island State Park. He was later assigned to Palisade State Park, where he served as park ranger for five years. In 1998 he became the assistant park manager at Yuba State Park and was later promoted to park manager

in 2002. Prior to his assignment as deputy director, Rasmussen served as manager of the North Region, overseeing the parks in that area. Rasmussen earned his B.S. degree in geography from Brigham Young University.

INVESTMENT

• **Podium**, a Lehi-based customer communication platform for local businesses, has raised \$60 million in a Series B growth round led by **IVP**, with participation from **Accel**, **Summit Partners**, **GV** (formerly Google Ventures) and **Y Combinator**. Podium said the funding will allow it to double the size of its engineering team and expand product offerings. It has more than 300 employees and plans to add 100 by year-end.

LAW

• **Workman Nydegger** has announced the opening of a new office location at 2972 W. Maple Loop Drive, Suite 101-A, Lehi. The firm offers a range of intellectual property legal services, serving the needs of the Wasatch Front and Utah County for more than 30 years. Its main office will remain at 60 E. South Temple, Salt Lake City.

• **Snell & Wilmer** has hired **Katherine R. Nichols** and **Rachael Motzkus** for its Salt Lake City office. Nichols is a commercial litigator who repre-



Katherine Nichols



Rachael Motzkus

see BRIEFS next page



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Industry Briefs

from previous page

sents clients in a wide variety of disputes, including professional malpractice litigation, contract disputes, eminent domain proceedings, consumer arbitrations and partnership disputes. Prior to joining Snell & Wilmer, Nichols practiced in the Chicago office of Sidley Austin LLP. Motzkus' practice is centered in commercial real estate. She received her BBA from the University of Utah David Eccles School of Business and her J.D. from the university's S.J. Quinney College of Law.

• **Snow Christensen & Martineau**, Salt Lake City, has appointed **Richard A. Van Wagoner** as head of the firm's Criminal Defense Practice Group. He succeeds **Samuel Alba**, who has served as head of the group since 2013. Van Wagoner's practice focuses on criminal defense, primarily white-collar and some street crime; commercial litigation; and First Amendment law.



Richard Van Wagoner

PHILANTHROPY

• **Windermere Utah Real Estate** recently held its annual Community Service Day at **The Family Support Center** in Midvale and presented a \$15,000 check to the center. Nearly 200 Windermere Utah Realtors donated their time in improving the center's LifeStar Village transitional housing program, which families and single-parents transition from homelessness. The check was made possible by local Windermere agents who donated a portion of every real estate commission to the Windermere Foundation.

• **America First Credit Union** recently raised \$9,767 to benefit **TreeUtah**, a statewide nonprofit organization devoted

to ensuring the health of the ecosystems in Utah. During April, America First asked its members to take advantage of electronic statements instead of paper statements and pledged to donate \$1 for every paper statement canceled during the month to TreeUtah.

REAL ESTATE

• **J. Fisher Cos.**, a Utah-based real estate firm, has broken ground at **Moda Meadowbrook** in Millcreek. A mixed-use, affordable apartment project of 145 units, Moda Meadowbrook will be the ninth development under J. Fisher Co.'s multifamily Moda brand. Designed by **Tuttle and Associates Architecture**, Moda Meadowbrook will include one- and two-bedroom options. Construction will take an estimated 21 months, with the first units scheduled for occupancy in the fall of 2019.

RECOGNITIONS

• The **Governor's Office of Economic Development (GOED)** has received the **Delmonte Award for Excellence**, presented by the **Society for the Advancement of Material and Process Engineers North America (SAMPE NA)**, for the development of the Utah Aerospace Pathways program (UAP). UAP provides Utah students the opportunity to graduate high school with a certificate in aerospace manufacturing and begin an aerospace manufacturing career. Students engage in externships with participating aerospace companies where students receive work-based learning opportunities with industry experts. The collaboration between education and industry not only educates students, but helps fill the talent shortage in the aerospace industry. The Delmonte Award for Excellence was established in 1981 and is intended to encourage outstanding contributions in the field of materials and processes throughout the world; to acknowledge major achievements by honoring distinguished

individuals in the field of materials and processes; and disseminate those technical achievements among the members of the materials and processes community.

• **Desert Stream Inc.** and **Intermountain Farmers Association** were presented the **Vanguard in International Business Award**, presented by **World Trade Center Utah** in partnership with the **Department of Workforce Services**, during the recent Central Utah International Business Forum. The companies were selected for the award based on their success in international exporting. Desert Stream is a contract manufacturer covering a wide range of nutritional supplements. Intermountain Farmers Association produces custom feed, farm supply, fertilizer and other associated products.

• Several Utah companies have earned **Best Leadership Team Culture Awards for 2018** from company culture and career monitoring website **Comparably**. **Workfront**, Lehi, earned the No. 30 ranking. **Boostability**, Lehi, was No. 8 among small/mid-sized companies, which also included **BambooHR**, Lindon; and **Lingotek**, Lehi. The rankings reflect employee perspectives on leadership teams and their effectiveness.

SPORTS

• The eighth annual Amateur Athletic Union (AAU) **Big Mountain Jam**, the state's largest basketball tournament, will take place June 21-28 at the Mountain America Expo Center in Sandy. **Jam On It**, an AAU member club, will host the event. Players and coaches from across the U.S. and Canada will be on 36 full-sized basketball courts at the expo center. Over 6,000 spectators will watch 36 games played simultaneously with 250 scorekeepers and referees officiating 1,100 plus games. The economic impact to the area is expected to be over \$1 million. For this year's event, Jam On It has again partnered with **Visit Salt Lake**, modular athletic surfacing company **SnapSports**, the **Sandy Area Chamber of Commerce** and **Sandy City**.

TECHNOLOGY/LIFE SCIENCES

• **Sarcos Robotics**, a Salt Lake City-based producer of full-body exoskeleton robots for industrial and military applications, has announced that

Lt. Gen. Stephen Lanza, former commanding general of the United States Army's I Corps, has joined the company's advisory board. Lanza served in the U.S. Army from 1980 through 2017 and held a wide variety of senior positions while commanding soldiers at all levels.

• **MX**, a Lehi-based financial data company, has announced that **Ben Holzman** is its new chief operating officer. Holzman has nearly 25 years of experience in high-tech management positions, including working as managing director at Bain Capital Ventures, vice president of sales operations at Iron Mountain, co-CEO and CFO at ObserveIT, and an outside board member at Rapid7.

• **Skyworks Global Inc.**, a Salt Lake City-based gyronautics company, has announced that **Deborah Wince-Smith** will join its strategic board of advisors. Wince-Smith is president and CEO of the U.S. Council on Competitiveness. She spearheaded the 2004 National Innovation Initiative (NII) that played a pivotal role in creating a reinvigorated U.S. competitiveness movement and launched state and regional initiatives catalyzing a global focus on innovation-driven growth. She served as the nation's first Senate-confirmed assistant secretary of commerce for technology policy and led the creation of the Global Federation of Competitiveness Councils (GFCC).

• **Focus Universal Inc.**, a California-based universal smart instrumentation platform company, has added four members to its board of directors, including three with Utah ties: **Carine Clark**, **Sean Warren** and **Michael Pope**. Clark also will serve as chair of the compensation committee. Clark has served as president and chief executive officer of Allegiance, MartizCX and Banyan and



Michael Pope

has worked at Novell, Altiris and Symantec. She earned a bachelor's degree in organizational communications and an MBA from Brigham Young University. Pope served as president of Boxlight Corp. and previously was managing director of Vert Capital Corp. and chief financial officer and chief operating officer for the Taylor Family. He earned his undergraduate and graduate degrees in accounting from Brigham Young University. Warren has more than 25 years of experience in technology and enterprise technology systems, including serving as chief information officer at Mountain Medical, Veyo Medical, vice president of information technology at Larry Miller, and worked at Omniture and Adobe and as director of cloud operations at Domo.

TRAVEL & TOURISM

• **Visit Salt Lake (VSL)** has appointed **Katie Van Riper** as its Ski City brand marketing manager. It is a new position responsible for managing the marketing and promotional aspects of the organization's winter brand, Ski City. Van Riper previously spent nearly two years as VSL's social media and communications manager. Her background includes marketing and communication roles with Mountain Hub, Snowbird Ski and Summer Resort and Boyne Resorts; and in an industry relations position with the U.S. Ski & Snowboard Association.



Katie Van Riper



Carine Clark



Sean Warren

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Farmington UT 84025
801.213.3200

Madsen Health Center
555 S. Foothill Boulevard
Salt Lake City UT 84112
801.581.8000

Redwood Health Center
1525 West 2100 South
Salt Lake City UT 84119
801.213.9900

South Ogden Health Center
5957 S. Fashion Point Drive
Ogden UT 84403
801.392.3720

University of Utah Hospital
50 N. Medical Drive
Salt Lake City UT 84132
801.581.2121

Heber Valley Pediatrics
380 East 1500 South
Heber UT 84032
453.654.7300

Redstone Health Center
1743 W. Redstone Center Dr.
Park City UT 84098
435.658.9200

South Main Clinic
3690 South Main St.
Salt Lake City UT 84115
801.587.2525

Sugar House Health Center
1138 E. Wilmington Ave.
Salt Lake City UT 84106
801.581.2000

Greenwood Health Center
7495 S. State Street
Midvale UT 84047
801.213.9400

Parkway Health Center
145 W. University Parkway
Orem UT 84058
801.234.8600

South Jordan Health Center
5126 W. Daybreak Parkway
South Jordan UT 84009
801.213.4500

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Calendar

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

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

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

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

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

June 19, 8-9:30 a.m.

"The Four Keys to Advertising Success," a Salt Lake Chamber event. Presenters are from Bonneville Media Group. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$25. Details are at slchamber.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.

June 20

STEM Best Practices Con-

ference, 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.

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

Utah Manufacturers Association Workplace Safety Summit. Event features a presentation by Kevin Bailey and the honoring of companies that have exemplified outstanding safety in the workplace during the past year. Location is Bear River Migratory Bird Refuge, 2155 W. Forest St., Brigham City. Cost is \$20. RSVPs can be completed by emailing annette@umaweb.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.

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 20, 6-9 p.m.

"Data Analytics and Facebook Remarketing," an SLC/SEM event. Speakers are Sam Fonoimoana, founder of Stoke Analytics, and Chris Mercer, co-founder of MeasurementMarketing.io. Location is Lucid Software, 10355 S. Jordan Gateway, South Jordan. Free for SLC/SEM members, \$20 for the general public. Details are at <http://www.slsem.org/>.

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.

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.

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.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$20 for members, \$25 for nonmembers. Details are

at davischamberofcommerce.com.

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

WBN Luncheon, a Utah Valley Chamber event. Speaker is Joseph Mayans, an assistant vice president and the economic and public policy coordinator for Zions Bank. Location is MTech Campus, 1410 W., 1250 S., Orem. Cost is \$20 for chamber members. Details are at 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 nonmembers. Details are at westjordan-chamber.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.

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.

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.

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 25, noon-1 p.m.

"Elevating Utah's Life Science Industry," a World Trade Center event in partnership with BioUtah. Event will feature a discussion about the resources available to organizations. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free. Details are at wcutah.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 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.

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.

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 sandy-chamber.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.

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 or (801) 977-8755.

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CALENDAR

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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.

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.

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.

June 28, noon-1:30 p.m.

"Customer Experience in the Era of Relationship," a Women Tech Council event in partnership with InMoment. Speakers include Denise Leleux from Telsa, Alison Lutjemeier from Adobe and Cydni Tetro from ForgeDX. Location is InMoment, 10355 S. Jordan Gateway, No. 600, South Jordan. Registration can be completed at Eventbrite.com.

June 28, 6-7 p.m.

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

June 28, 6-7 p.m.

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

June 28, 6-7 p.m.

Accounting Clinic, a Small Business Development Center (SBDC) event. Location is the

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

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

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

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.

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 10, 5-7 p.m.

Business After Hours,

a Murray Area Chamber of Commerce event. Location is Axe Arena SLC, 6212 S. State St., Murray. Details are at murraychamber.org.

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.

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.

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.

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.

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.

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

see **CALENDAR** next page



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CALENDAR*from previous page*

for nonmembers. Details are at 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.

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.

July 18, 8-9:30 a.m.

“Referral Magic: How to Keep Your Clients Coming Back Again and Again,” a Salt Lake Chamber event. Speaker is Tony Rubleski, president of Mind Capture Group. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$20. Details are at slchamber.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 <http://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 <http://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 <http://utahsbdc.org/trainings>.

July 18, 6-9 p.m.

“Intent-Based Remarketing and Scripts for the Non-Coders,” an SLC/SEM event. Speakers are Joe Martinez, director of paid media and community for Granular, and Robert Brady, founder of Righteous Marketing. Location is Club at 50 West, 50 W. Broadway, Salt Lake City. Free for SLC/SEM members, \$40 for the general public. Details are at <http://www.slsem.org/>.

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.

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.

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-sihsr-wGn/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 at holladaychamberofcommerce.org.

July 26, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker from Thorne & Associates will discuss the latest tax changes related to business. Location to be announced. Cost is \$15 for members, \$20 for guests. Details are at murraychamber.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 <http://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 <http://utahsbdc.org/trainings>.

July 26, 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 <http://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.

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

UTC TechLunch, a Utah Technology Council networking event open to UTC members. Location is 3M Health Information Systems, 575 Murray Blvd., Murray. Free. Registration can be completed at Eventbrite.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.

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.

Aug. 1, 8 a.m.-2:30 p.m.

“Family and Medical Leave Act: A Guide for Human Resources,” an Employers Council event featuring information about how to comply with FMLA law, including the definition of “serious health condition,” employee notice requirements, and managing intermittent

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

Aug. 1, 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.

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

“Supervisory Skills Program,” an Employers Council event over five consecutive Thursdays that provides participants with a foundation of critical skills necessary to become an effective workplace leader. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

Aug. 3, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Craig Burnett, Murray City police chief, will discuss “Crime Prevention in Murray City.” Location is Mimi’s Café, 5223 S. State St., Murray. Free,

and open to the public (no cost unless ordering from the menu). Details are at murraychamber.org.

Aug. 3, 8 a.m.-1 p.m.

Small Business Nine-Hole Golf Tournament 2018, a Salt Lake Chamber event. Location is Stonebridge Golf Course, 4415 Links Drive, West Valley City. Cost is \$75, \$30 for nongolfers for brunch. Sponsorships are available. Details are at slchamber.com.

Aug. 3, 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.

Aug. 7, 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.

Aug. 10, 8-10 a.m.

“Utah Compensation Survey Briefing Session,” an Employers Council event about how organizations can use data excerpted from the 2018 Utah Benchmark Compensation Survey in planning compensation strategy. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Details are at employerscouncil.org.

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Opinion

Jumping from the free-trade ship to the protectionist fair-trade ship

Are there any free-market principles Republicans won't abandon at the altar of political expediency? They certainly have long stopped standing up for fiscal responsibility, and though they held on to their free trade principles for some time and seemed to understand that trade "remedies" (such as tariffs) mostly hurt the American people rather than foreign exporters, that didn't last long after Donald Trump took office. It's astonishing what the Trump presidency has done to the GOP's position on trade.

But really, this all started during the presidential campaign, when Trump's constant railing against trade and trade agreements seemed to prod other Republican candidates, such as Sens. Marco Rubio and Ted Cruz, to talk about "fair" trade (protectionism) as opposed to "free" trade.

Now that he's in office, Trump has followed through with a comprehensive protectionist agenda — threatening foreign governments with a multi-front trade war, which he claims will be easy for us to win. Most recently, Trump imposed stiff tariffs on steel and aluminum against, among others, the European Union, Canada and

Mexico — which may be followed with tariffs on automobiles. Adding insult to injury, he's justifying his actions by claiming that imports of steel and aluminum — and automobiles, for that matter — from these countries "threaten to impair the national security" of the United States. Never mind that six of the top 10 providers of steel to the U.S. are our NATO allies and closest friends.

In the face of a diplomatic backlash and a likely negative economic impact, the Republicans in Congress are doing nothing. It's not because they lack the power; they lack the backbone. Beyond condemning the president's erratic and counterproductive actions, they could pass legislation to reverse the imposition of tariffs. They could also reclaim some of the authority they delegated to the president to impose tariffs, as a few, including Sens. Mike Lee and Ron Johnson, have suggested.

Unfortunately, if the past few months are an indication of where Republicans' heads are at, they'll not only do nothing but even go out of their way to rationalize the Trump administration's trade policy.

Consider House Majority Leader Kevin McCarthy. Appearing on a bunch

of Sunday shows recently, he argued not only that tariffs on European and Canadian imports had to be levied in the name of free trade but that they were also a sign that the United States is "standing up for the process." Such comments would make those of us who understand economics laugh — if we weren't so sad.

McCarthy is misleading the American people when he claims that imposing tariffs is an effective way to persuade other countries to lower their own tariffs. That's unlikely. The way the United States got other countries to lower their trade barriers in the past was by being decisively pro-free trade. Leading by protectionism will only lead to more protectionism.

McCarthy is also deceiving the American people by pretending that these tariffs will punish foreign governments for their protectionist tendencies. These tariffs will jack up the price of producing goods made with steel within the United States. That will make it more difficult for U.S. manufacturers to compete with foreigners who make goods out of steel without the added cost of tariffs. This will result in thousands of lost U.S. manufacturing jobs at the hand of the Trump administration and a lapdog Congress that apparently has not learned from the past.

McCarthy's spin that the Trump administration is "standing up for the process" through tariffs is even more laughable. The national security argument is bogus when levying tariffs against our NATO allies. In fact, during a U.S. Department of Commerce investigation, the Department of Defense wrote a letter to say that no tariffs were needed to protect national security and that the DOD's military needs are fulfilled by only 3 percent of the domestic steel production.

But that expert opinion didn't stop the Trump administration from labeling NATO allies' steel imports a threat to our national security. The dangers of Trump's move will become very clear when those former allies drag our protectionist leaders before the World Trade Organization and the United States loses as experts predict we will.

Many of us have long surmised that the Republican Party stands for little more than low taxes, but at least it used to show some sort of commitment to free trade. Not anymore.

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



VERONIQUE de RUGY

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Without a strategy for Democrats, this 100-year low is likely to continue

With their recent successes in the California primaries, Democrats are increasingly optimistic about their prospects for the mid-term elections. But they should take note of the bigger picture when it comes to left-right politics these days. Over the past decade, the center-left has been devastated electorally across the West. Unless Democrats face up to this reality and devise a strategy to reverse this tidal wave of defeat, they might find themselves surprised one more time this November.

When you tally up their representation in Congress, state legislatures and governorships, the Democrats are almost at their lowest point in 100 years. But they are not alone. Britain's David Miliband observed in 2011 that the year before, the Labour Party had received its second-worst electoral result in nearly a century. In Sweden in the same year, the Social Democrats fared worse than they had since 1911. In Germany, in 2009, the once-dominant Social Democrats had their worst showing since the Federal Republic was created in 1949. In France, for the establishment left, recent results had been worse than any time since 1969. Things have changed a bit since 2011, though mostly for the worse.

The situation is even more puzzling when you consider the backdrop. Ten years after the start of the worst economic recession since the Great Depression — a global financial crisis caused in large part by the recklessness of the private sector — the parties that have been punished are largely on the left, and those rewarded are largely on the right. Why?

To answer this question, a group of scholars published an excellent book last fall titled *Why the Left Loses: The Decline of the Centre-Left in Comparative Perspective*.



FAREED ZAKARIA

In her foreword, Sheri Berman, a professor at Barnard College, points out that the answers cluster around three factors.

The first is leaders. Personalities matter in politics. Think of the difference between Donald Trump and Hillary Clinton in their ability to inspire followers and communicate effectively.

Tony Blair recently pointed out to me that the only center-left leader of a major Western country is Canada's Justin Trudeau. It's not an accident that Trudeau is charismatic and stirred voters with his "sunny ways" message. French President Emmanuel Macron, who might be considered center-left, has demonstrated similar talents. Consider, by contrast, Britain's Labour Party, which has been led now for two cycles by men utterly unappealing to mainstream Britons.

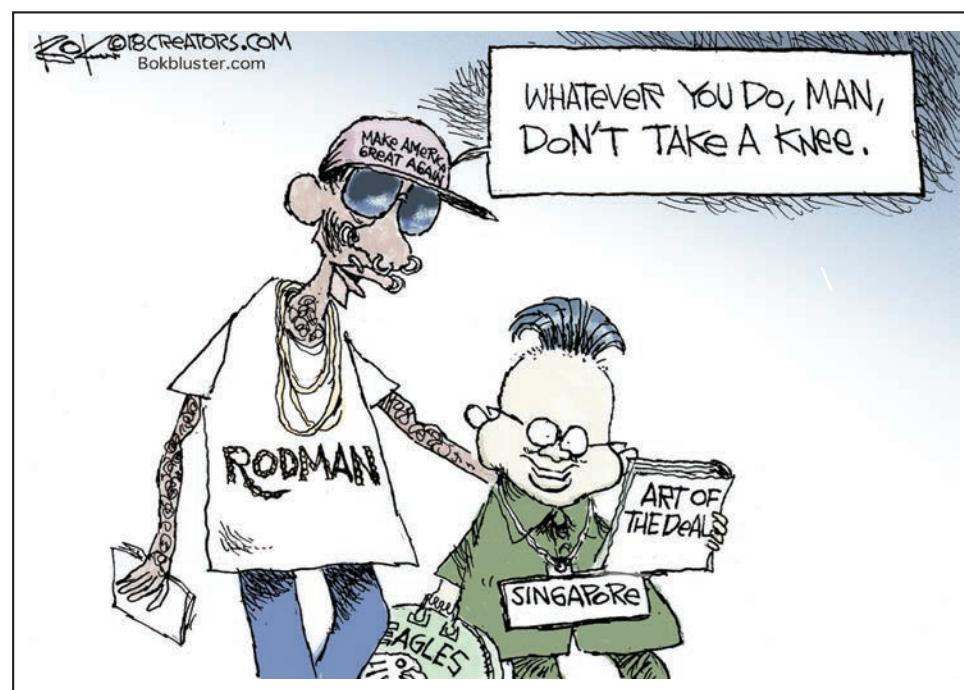
But leadership cannot be the main explanation, because the phenomenon of left-wing defeat is too widespread. It can't be that the left everywhere simultaneously found itself led by bad politicians. Berman's second factor is the nature of the economic systems of the post-World War II era, with large unionized workforces, manufacturing sectors, regulated economies and safety nets. This social market economy — prevalent even in the United States — was largely created by the left. (The right went along with programs like Social Security and Medicare but only grudgingly and after the fact.) Thus, Berman argues, when

this whole system found itself threatened by globalization and information technology and then cracked by the financial crisis, it was the left that found itself most at a loss as to how to respond politically. (In America, at least the right could disingenuously and somewhat illogically claim that if only pure free markets had been in place, the crisis would never have happened.) Leftists damaged themselves further, in my view, by immediately turning on themselves, with many claiming they should never have embraced markets in the first place. It is worth noting that the so-called neoliberals — free traders such as Bill Clinton, Tony Blair and Gerhard Schroeder — actually won election after

election and it is their left-wing successors who keep losing.

Berman's third factor is more directly ideological. And here I think the left confronts its greatest challenge. Throughout the world, politics has shifted from core issues of economics to those of identity. Perhaps this is because of the rise of a mass middle class. Perhaps it is because the left and right do not have dramatically different programs — certainly compared with 50 years ago, when many on the left wanted to nationalize industry and many on the right wanted no social safety net at all. But for

see ZAKARIA next page



Opinion

I work hard; it's time for my 'Breakfast Club' to show me a little respect

We were in a hot discussion about universal healthcare when the oldest member of the Saturday morning "Breakfast Club" said, "Bob, where did you get those facts?" Needless to say, this took me aback.

At this point in the conversation, I rightfully kept my mouth shut. I could have explained about all the time and effort I take to get my facts correct, but I sensed that the Breakfast Club setting was not the place to do it.

I believe that the most important reason that our family has been running a small business successfully since 1883 is the fact that we were honest, moral and ethical. Personally, I do not remember lying to anyone in business. I cannot remember cheating anyone in business and I tried to treat every customer the same.

I will discuss the trials and tribulations I go through to get my facts straight in private with my friends. In the meantime, let me explain to you how I prepare to write my column.

I normally write my weekly column on Sunday after reading *The Economist*. Every

day I peruse the news on my mobile device and read the articles that are interesting to me. First, I search Google News. Then I religiously read Fox News, MSN, BBC and CNN. Occasionally, another site will interest me, which I will read. Please note that I do not read *The Salt Lake Tribune*.

But the best source of news to me is *The Wall Street Journal*, which I read religiously. If you want to really know what's going on in our great nation and around the world, read *The Wall Street Journal*. First, you get two points of view. The editorial section leans to the right and the balance of the newspaper leans to the left.

If ever there was a columnist that I would like to emulate, it is Daniel Henninger. Here is one of his thoughts: "If you live in a world where the population is separated from science and entering an age of a superstition, as a marketer, selling to people who will believe anything, it is a golden age."

Writers have an obligation to their readers to write only the truth. "Fake news"

is a blight on our profession. I have found the best way to determine whether or not the news is fake is to start with a gut check. If my gut tells me the news is fake, I disregard it. If I suspect the news is fake, I will use my very fancy mobile device to check it out.

There are couple of other techniques that I use to sort out fake news. First, I look to see if someone else has already fact-checked the site. Wikipedia and NPR are good for that. Next, I go upstream to the source. Get to the original source and check the trustworthiness. For example, a reputable scientific journal is a good lead.

Elon Musk, founder of Tesla and SpaceX, has announced that he is going help us all spot fake news. He is launching a site that rates journalists. He is thinking of calling it "Pravda." "Going to create a site where the public can rate the core truth of any article & track the credibility over time of each journalist, editor & publication," Musk tweeted. Not a bad idea.

Rather than tilting at windmills, our Saturday morning Breakfast Club should be working on how to improve mankind. But instead we just talk back and forth and ac-

complish nothing. But, alas, that's OK, We are just a gaggle of old men.

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



ROBERT PEMBROKE

ZAKARIA

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whatever reason, people today are moved by issues of race, religion, ethnicity, gender and identity. And on those issues, the left faces a dilemma. It cannot celebrate identity and diversity without triggering a backlash among the older, whiter population.

Berman summed up the challenge to me in a conversation. "The left has always been about a hopeful vision of the future, one in which everyone prospers." But when a large part of the public is fearful and pessimistic — and nostalgic for a world gone by — offering hope becomes a hard sell.

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

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CPI

from page 1

And consumers tend to buy more gasoline during the vacation season, with many people traveling by plane and car."

Due to the price increases, Utahns are spending an increasing proportion of their incomes — 55.6 percent — on housing and transportation. This is the highest proportion spent on these categories in the history of the CPI. Medical care price increases — mostly for prescription drugs — also fueled the overall

upward movement of the index.

"Though national and global market supply factors drive increases to gasoline prices, rising housing prices are due more to local economic factors," said Randy Shumway, chairman and partner at Cicero Group, a Salt Lake City market research firm that does data collection and analysis for the CPI. "Demand for Utah's housing is growing because of both population growth and people coming to Utah for work and education. Presently, even though residential construction is quite strong, demand has grown faster than supply."

RUNNELS

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hundreds of difficult intubations working on the surgical hospital ship Africa Mercy in Guinea.

Runnels found existing techniques to be difficult to teach and too expensive, time-consuming and frightening for the Africans being treated, so he had to improvise. These unique design pressures lead to a method combining the articulating tip of broken fiber-optic scopes with a video laryngoscope, or "camera on a stick." On returning to the UofU, Runnels set out to design and

commercialize devices specifically for this combined intubation technique.

Throughout the process, Runnels said, he has been inspired by the "Disruptive Innovation" business model championed by Clayton Christensen at Harvard University. Christensen's theory predicts that establishment company's internal structures will prevent them from designing medical devices that can meet the needs of tomorrow's market.

"Design pressures to make medical devices that are easy to use, cost-effective and simple have not existed in the USA until recently," Runnels said. "The established medical device industry

has been rewarded for designing highly calibrated, highly complex and very expensive medical devices up 'til now. Their internal design, development and commercialization structure has been shaped over decades by these old design pressures. Our devices were shaped by design pressures that are only now emerging in the U.S."

"This is the benefit of combining academics and business here at the University of Utah," Runnels added. "The combination of a global health focus in the medical school, Lassonde Institute business acumen and a supportive, far-sighted university leadership is rare."

SUMMIT

from page 1

gan, said the implementation will be subtle. While autonomous systems can be used in certain industrial situations — he mentioned mining specifically — for more-general use, people will need to attain a certain confidence in the technology.

“Compare it to the cruise control in your car,” he said. “We’ve had that for a good while. It’s going to take time for people to start getting comfort in some of these driverless features you’re starting to see.”

John Hedengren, associate professor at Brigham Young University’s Chemical Engineering Department, said advancements in computers, algorithms and codes now allow technical systems to solve problems about 2 billion times faster than they did 30 years ago. As a result, several industries are being disrupted or are on the verge of being disrupted: cars; medical procedures; the purchase, shipment and delivery of packages; and long-haul trucking, he said.

“It’s a process for a variety of reasons, Hedengren said. “[One is] Regulatory. We have people factors — how much they trust the autonomy and whether they want to use it, and there’s that kind of confidence in the technology that gives the players in that area a license to operate.”

However, technology has yet to advance to the point of making appropriate decisions when something unusual happens, or to detect such a situation and know when to give control back to a person who could easily handle the situation, he said. As Google has developed an autonomous vehicle, it has classified 2 billion objects that the vehicle can identify. During testing, one it could not was a woman in a wheelchair crossing a street while being chased by a duck, he said.

Patt calls these situations “edge cases.” Many autonomous vehicle tests occur in ideal conditions but the systems have trouble adjusting to a deer, bicycles, bad weather or other unexpected-but-common situations.

“The whole community around self-driving is struggling with this right now. ... There aren’t really good solutions to the edge case problem right now which are mature. There are ideas out there that are bubbling and that are promising, but this edge case problem is going to hold us back,” he said.

Such systems are great for automating highly repeatable actions but haven’t yet replaced human reasoning, he said. “There are problems which are trivial to peo-

ple which are incredibly complex for automation,” he said.

He cited the example of a box that falls inside a warehouse. An employee on his or her first day on the job, even before being trained, could figure out what to do by checking out the box, determining if its contents are dangerous and putting it back where it belongs.

“This problem is a five-decade problem for automation,” Patt said. “There’s so much contextual reasoning about what to do ... that it’s impractical to think about trying to automate that.”

Patt added that the human role will shift with the implementation of autonomous systems. A human can supervise the work of machines but can struggle to pay attention and quickly address the 1 percent of the time when things go wrong. “This is something that people just aren’t really good at,” he said.

That why, he said, machines will not simply replace people in the workplace. “It’s not as simple as just a machine doing what a person did. It’s a more-subtle change in that relationship and it’s going to take a while to sort this out,” he said. Despite all the “remarkable” advancements made in autonomous systems, “we are at a tiny fraction of the progress needed to replace humans,” Patt said.

Patt joined other panelists in predicting that autonomous systems will cause some jobs to be lost but also create new employment opportunities. Stewart said miners, for example, could be trained to help run or do repair and

maintenance work on autonomous systems.

“The jobs are going to be changing,” Hedengren said. “It’s not going to necessarily be a taxi driver. Their new job might be something different, which is help train and classify ‘edge’ conditions. Or in retail automation, it’s going to be less about putting things in boxes and taping them shut and delivering them. It’s going to be about helping people make decisions about what they buy. Some of these things that need a personal touch, computers are not going to be very good at these things.”

Asked what the autonomous system world will look like in 25 years, Hedengren predicted it would improve the quality of life and present new opportunities for people throughout the world. Patt predicted “we’ll still be debating these questions” about automation and humans years from now.

“I don’t know if we’ll see that we’re at full autonomy as far as commercial vehicles and passenger vehicles and so forth, but we will definitely see that we’ve figured out some policies and regulations at that point and it’s prevalent,” Stewart said.

“And my kids will probably not fully understand how to drive a car, and maybe the ownership of a car is not even really necessary. You just have a pod running around and we just say, ‘You know what? I need to get from Point A to Point B. Come to my house and pick me up and take me there.’ That’s kind of what I see.”

GOED

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nesses such as Canopy,” Avarell said in a prepared statement. “We are committed to growing our employee base and further contributing to Utah’s economy as we disrupt the \$100 billion-plus tax software and services market from right here in Silicon Slopes.”

The \$7.5 million Canopy project is expected to generate \$149.7 million in new wages over five years — the average wage will be \$85,000 — and \$6.2 million in new state tax revenue during that period. The GOED board approved a tax-related incentive of up to \$1.24 million.

“Canopy is a home-grown company that is rapidly growing and we are excited they have chosen to expand in Utah,” said Vale Hale, GOED’s executive director. “It’s great to see our Silicon Slopes thrive and find innovative ways to grow our tech economy.”

The GOED incentive for the \$900,000 GoHealth project is tied to the creation of 363 full-time jobs but the company will create about 150 part-time and seasonal

positions as well. The full-time jobs will pay an average wage of \$57,000. The project is expected to generate about \$84.6 million in wages over five years and more than \$3.2 million in new state tax revenues during that period. The state incentive is for up to \$643,298.

“Salt Lake City was a natural choice for our next office. From the city’s growing business culture to its deep talent pool, we felt it was the right fit for our latest expansion,” Clint Jones, company co-founder and CEO, said in a prepared statement. “This new office is an exciting indication of our company’s growth, and we greatly look forward to becoming a part of the local business community.”

Founded in 2001, GoHealth currently has more than 450 employees.

“GoHealth is among the many companies recognizing the potential of Utah’s talented and friendly workforce,” said Theresa Foxley, president and CEO of the Economic Development Corporation of Utah. “The company’s innovative corporate culture is a wonderful addition to Utah’s growing economy.”

CLASSIFIED

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.sciquest.com/apps/Router/SupplierLogin?CustOrg=StateOfUtah>. It is the responsibility of each Respondent to register through the Utah Public Procurement Place Supplier Portal and frequently monitor it for any changes or updates affecting this RFP after the RFP available date. Sealed proposals will only be received by hand delivery or professional courier at the SLCDA Division of Administration and Commercial Services, Salt Lake City International Airport, Terminal Unit One, 776 N. Terminal Drive, 2nd Floor Mezzanine, Salt Lake City, Utah 84122 until 2 p.m. local mountain time on 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.



International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

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



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