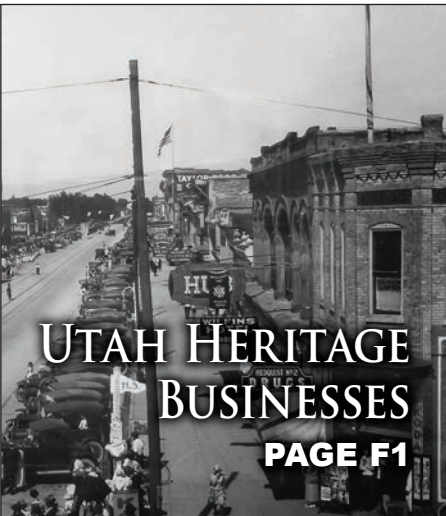


Focus



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Pharmacist J.K. Naylor and pharmacy technician Angela Williams fill prescription orders at the Intermountain Salt Lake Clinic at 389 S. 900 E., Salt Lake City. Intermountain Healthcare is among organizations spearheading the creation of a new not-for-profit corporation aimed at providing generic medications that currently are subject to shortages and high prices.

High prices & shortages targets of new nonprofit drug company

Brice Wallace
The Enterprise

Sometimes, companies create buzz by getting a new name. Or a new CEO. Or more partners. Or expecting eventually to have hundreds of employees. Or by announcing their plans to shake up an industry.

A not-for-profit company spearheaded by Intermountain Healthcare has done each of those.

Intermountain and other hospital groups have formed Civica Rx, a com-

pany that will produce generic drugs that currently are manufactured by only a few companies that, according to Civica Rx leaders, are manipulating supply in order to cause shortages and raise prices for hospitals and ultimately their patients. The costs of some generic drugs have risen more than 1,000 percent in just a few months “for seemingly no reason,” said Dr. Marc Harrison, Intermountain Healthcare CEO and president. “We believe this is wrong.”

see CIVICA page 5

More jobs for Silicon Slopes: Cal software company coming to Utah

Brice Wallace
The Enterprise

A California-based software company will put operations in Utah over the next few years, creating 355 jobs in Utah’s Silicon Slopes area.

Cornerstone OnDemand Inc., based in Santa Monica and with about 1,800 em-

ployees worldwide, made the expansion announcement last week after being approved for a \$1.2 million tax credit incentive by the Governor’s Office of Economic Development (GOED) board.

Founded in 1999, the publicly traded company produces cloud-based learning

see GOED page 2

EDCU: 35 'wins' mean \$1.7 billion invested in Utah

At its annual meeting last week in Salt Lake City, the Economic Development Corporation of Utah (EDCUtah) celebrated the economic successes it saw during its recently ended fiscal year. The group also honored a pair of community leaders for their roles in the economic growth occurring in the state.

According to EDCUtah, the state won multiple expansion and relocation commitments, highlighted by projects for high-profile companies like Facebook, Pluralsight, Adobe, Black Diamond and PillPack. EDCUtah credited work by its staff, partners and community members for successes such as:

- Thirty-five project wins. Project wins are defined as companies making a decision to relocate or expand in Utah. Thirty-five wins represents a win rate of about 23 percent of targeted projects, right around EDCUtah’s historic average.

- A net new project total of 153 — the total number of projects that entered EDCUtah’s pipeline in 2017-18. A “project” is defined as an interested company able to commit to minimum values in three of the following: number of jobs, capital investment, square footage, project timeline and budget approval. This year’s number is a new state record — almost 20 more than last year, EDCUtah said.

- Capital investment of \$1.7 billion. Often referred to as “capex,” capital investment quantifies the total amount of money that relocating or expanding companies have committed to investing in Utah real estate and equipment over the life of their projects.

- New or retained jobs numbered 11,558. This is defined as the number of jobs that companies have committed to create (9,827) or retain (1,731) over the life of their projects.

- Incoming projects will occupy 3.2 million square feet in new building space over the life of the committed projects.

“Economic developers have the best jobs in the state. We get to promote all of

see EDCUtah page 5



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Zions no longer deemed 'too big to fail'

Zions Bancorporation has prevailed in its attempt to not be designated as a “systemically important financial institution,” or SIFI, thus relieving it from tighter federal regulation.

Salt Lake City-based Zions and the Financial Stability Oversight Council (FSOC) both announced last week that the council had granted Zions’ appeal from the SIFI designation.

The council had made a preliminary decision to grant the bank’s appeal on July 18.

“Zions engages in limited capital markets activities, presents minimal fire sale risks, uses a simple operational structure, and is subject to extensive regulation and supervision,” Treasury Secretary Steven T. Mnuchin said in a news release. “The council determined that there is not a significant risk that Zions could pose a threat to U.S. financial stability, and I am pleased that the council used its authority to promote regulatory efficiency.”

Zions said it had received the regulatory approvals to complete the merger of its holding company with and into its bank, ZB NA, with the resulting bank to be known as Zions Bancorporation NA. Zions was scheduled to have a special shareholder meeting last Saturday (Sept. 14) about the merger approval. If the shareholders approve the merger, it is expected to be completed as of Sept. 30.

“The merger is expected to result in the elimination of duplicative regulatory efforts, leaving the Office of the Comptroller of the Currency as the bank’s primary federal regulator,” Zions said.

As a result of the FSOC decision, ZB will not be treated as a designated nonbank financial company upon completion of its proposed merger with its parent bank holding company, Zions Bancorporation, the Department of Treasury said.

Zions had announced last November that it would streamline

its corporate structure by merging the parent company into its banking subsidiary, ZB NA, or one of its subsidiaries. It said at the time that it would continue to operate with its existing local brand names and management teams in markets throughout the western United States. It announced at the same time its intention to file a petition with the FSOC to challenge its “systemically important” status.

The SIFI designation — known as “too big to fail” — is given by the FSOC to companies whose failure can pose a threat to the global financial system. Zions was the first bank to openly petition the FSOC to remove its SIFI designation.

Reuters said the removal of the designation in the Zions matter “could mark the beginning of a concerted effort by regulators to ease oversight of all but the nation’s largest banks.”

Zions has total assets of more than \$65 billion and operates in 11 western states.

Fischer to head Maverick Trading

Maverick Trading of Salt Lake City has named Darren Fischer to replace Robb Reinhold, founder of the company, as CEO. Reinhold will remain with the firm and continue as chief investment officer and head of trader development. The change was prompted by Maverick’s growth over the past several years, according to Reinhold.

“I couldn’t be more pleased with what the Maverick team built over the past 21 years,” Reinhold said. “What started as a local trading firm in 1997 has grown into a driving force in the industry. With Darren taking over strategic planning and day-to-day management, I’m going to be able to concentrate all my efforts on what I love: teaching and developing traders and making trades.”

“Darren and I share the same future vision for Maverick Trading, really to be a beacon in the industry, a firm that empowers its traders to achieve independence through trading,” Reinhold added.

Fischer has been with Maverick Trading since 2010, first working in the firm’s marketing department and then transitioning into recruiting. Prior to joining Maverick Trading, Fischer gained extensive project management experience during his 13 years in the U.S. Marine Corps.

“First, I want to thank Robb for the opportunity to guide Maverick Trading into its next phase,” Fischer said. “It’s a great honor as well as a great responsibility, but I couldn’t ask for a better team to drive us forward than the staff and traders we have at Maverick.”

Founded in 1997, Maverick Trading is a private proprietary trading firm with about 70 employees. The firm has two divisions, one focusing on position and swing trading options in equities and exchange traded funds, and a foreign currency division focused on directional trading of eight major currencies.

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GOED from page 1

and human capital management software, including those focused on recruitment, onboarding, training and collaboration, performance management, compensation, succession planning, people administration and analytics. Its software and services are used by more than 3,350 clients worldwide, encompassing more than 37 million users in 192 countries and in 43 languages. In 2017, it had revenues of \$482 million.

The \$4.4 million Utah project will be the company’s third office in North America and its 18th worldwide. It will support the company’s human resources and analytics software products in the areas of finance, global product support, engineering, product development and administration.

Thomas Wadsworth, GOED’s business development and corporate incentives manager, said the company has not selected a site for the operations but it will be in the Silicon Slopes area, which is the southern end of Salt Lake County and the northern end of Utah County.

“Our continued growth and success has created a new opportunity to expand U.S. operations outside of our global headquarters in Santa Monica, California,” Brian Swartz, the company’s chief financial officer, said in a prepared statement. “Utah

meets our goals of managing expansion in a cost-effective and thoughtfully planned manner. In addition, Utah has a robust technology presence; a highly educated and trained workforce; and offers tremendous amenities for our employees, including cost-of-living and housing affordability. We have begun initial recruiting efforts and plan to be operational in Utah by the end of the year.”

The new jobs are expected to pay an average of \$86,000 annually. Total wages over seven years will be \$156.4 million and new state tax revenues are expected to be about \$6 million over that period.

“Cornerstone OnDemand is one of the seminal SaaS companies in the country, and we’re very fortunate to have them wanting to bring their expansion here,” Mel Lavitt, chairman of the GOED board’s incentives committee, told the board. “It’s like getting Adobe here, in my opinion. It’s a major company that is well-known and is certainly going to help the state of Utah and bring more recognition and more talent.”

“This is a fantastic company,” Wadsworth said. “As we worked with them, the thing that impressed us and what we’re really excited about is if you look at the job mix, it’s a diverse mix of high-paying jobs that we have, anywhere from finance and accounting to software engineering. There’s a potential for significant follow-on and investment as we look at the future.”

MWCN announces 2018 Utah 100 fastest-growing and 'Emerging Elite'

MountainWest Capital Network (MWCN) has announced the Utah 100, its annual list of the fastest-growing Utah companies, and its 20-company "Emerging Elite" list.

The companies' rankings will be announced at the 24th annual Utah 100 awards program Oct. 30 at the Grand America Hotel in Salt Lake City. The Utah 100 list is determined by the percentage of revenue increase of each company between 2013 and 2017.

"Each year, we recognize the

100 fastest-growing companies in Utah, and each year, these 100 companies show why Utah consistently ranks as one of the best states in which to do business," said Reed Chase, chairman of the MWCN Utah 100 committee. "At our 2018 Utah 100 Event, we look forward to recognizing these companies for their tremendous growth and their contributions to Utah's economy."

The awards program will feature a keynote presentation by Mark Eaton, a former NBA player,

entrepreneur, motivational speaker and author of the book *The Four Commitments of a Winning Team*. The event will include recognitions of Utah's 15 largest revenue growth companies, 100 fastest-growing companies and the Emerging Elite.

The 2018 Utah 100 list includes (in alphabetical order):

- 1 Source Business Solutions, 97th Floor, Adobe LLC, Advice Media LLA, All Filters LLC, Alpha Warrant Services, Alpine Cos. Inc., American Business Brokers,

ApplicantPro, Assure Services, Auric Solar, Baby Bling, Beauty Industry Group, Big Leap, BKA Content, Black Clover Enterprises LLC, Blue Eye Corp., Bonnevill Builders, Cents of Style, CircusTrix Holdings LLC, Clear Home Inc., Collective medical Technologies, Connexion Point, Conservice LLC, Creminelli Fine Meats, Dash2 Group,

- DFIG Investments Inc., Disruptive Advertising, eAssist LLC, Easy Storage Solutions, Elite IT Partners, eLearning Brothers, Executech, FireFly Automatix Inc., Firetoss, First-Mile, Flexpoint Sensor Systems Inc., Foresight Wealth Management, foreUP Golf Software, Four Foods Groups, Foursight Capital, Freeus LLC, G&A Partners, GoReact, Health Catalyst, HealthEquity, HZO Inc., Incorporate Message, Inside Real Estate, Instructure, Intermountain Nutrition, InWhatLanguage LLC, Jane, Klymit, Landmark Home Warranty,

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Innovation LLC (DBA FiberFix), Spilt Inc. SLC LLC, Spring Mobile, Streampage, Strong Connections, Teem, Traeger, Unforgettable Coatings, Utopian Luxury Vacation Rentals, Visible Supply Chain Management, Walker Edison, Weave Communications Inc., Webb Production, Western Peaks Logistics, Workfront, Syngular, YipTel and Zarbees Inc.

The Emerging Elite companies are selected from companies with less than five but more than two years of operation that show significant promise for future success. The Emerging Elite are (in alphabetical order):

- Acima Credit, Aptive Environmental, Blue Raven Solar, Cascade Stucco & Exteriors, Cascata Packaging LLC, Divvy, Homie, iServe Products Inc., Kualii, LGCY Power, Podium, Rags Apparel LLC, RiskRecon Inc., Secu-vant LLC, SmartShyp, SureCan Inc., Taft, The Other Side Academy, Trackingfirst and Xvoyant.

CBRE: Multifamily activity should reach \$1B

Driven by growing rental rates, low vacancies and aggressive pricing, the multifamily real estate industry continues its local steady growth of recent years, according to the Greater Salt Lake Area Multifamily Market Report release last week by commercial real estate firm CBRE.

The local market is on track to follow 2017's banner performance, the report said. Multifamily sales volume is projected to be at or above \$1 billion, illustrating the strong interest investors have in the state of Utah.

"Multifamily investment opportunities across the Wasatch Front continue to attract out-of-state investors, yielding greater returns than competing western markets," said CBRE multifamily specialist Patrick Bodnar. "Utah's

strong economic fundamentals are sustaining consistent growth in the local multifamily market."

Utah's employment growth rate remains strong at 3.4 percent, with in-migration as a top driver for multifamily demand across the Wasatch Front, Bodnar said. Overall rent growth is up year-over-year at 5.3 percent with an average monthly rent of \$1,101. This high demand is leading to a growing interest for high-rise residential in the downtown area, though no projects have been developed yet. Nearly 2,000 units were delivered along the Wasatch Front during the first half of 2018, with an additional 4,300 anticipated to deliver before year-end. Even with all this activity, vacancy remains tight at 3.9 percent.

The majority of new mul-

tifamily development is taking place in Salt Lake County, which houses approximately 64 percent of all active and planned construction. Lease-up velocity holds strong at 19 units per month, up from 17 units at the close of 2017. Of all units delivered during the previous 12 months, over 68 percent have been leased meaning local demand is currently keeping up with supply.

The CBRE report was prepared with current data sourced from a survey of over 60,000 units along the Wasatch Front. The report highlights local market trends on rental, vacancy and cap rates; the status of the current construction pipeline; transaction volume; and more. The report was produced by Bodnar and Eli Mills for CBRE. The full report is available on CBRE's website.



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CORPORATE FINANCIAL REPORTS

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

Domo

Domo Inc., based in American Fork, reported a net loss of \$46.4 million, or \$4.41 per share, for the fiscal second quarter ended July 31. That compares with a loss of \$43.5 million, or \$27.27 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$34.3 million, up from \$25.9 million in the year-earlier quarter.

The company provides cloud-based operating systems for businesses.

"I'd like to thank our employees, customers and investors for helping us achieve the recent milestone of becoming a public company," Josh James, founder

and CEO, said in announcing the results. "While we're early in our journey of fulfilling our vision and realizing our full value, we're off to a great start."

James noted that the company's initial public offering "has given us the capital needed to successfully execute our business plan. We are well-positioned for future growth."

"Q2 was a strong quarter

for us," said Bruce Felt, chief financial officer. "We improved execution across all functions of the organization. We are pleased with the productivity gains from sales and marketing. We believe, as we displayed this quarter, there is leverage throughout the entire organization to efficiently drive growth."

Purple Innovation

Purple Innovation Inc., based in Alpine, reported a net loss of \$4.3 million, or 9 cents per share, for the second quarter

ended June 30. That compares with net income of \$3.6 million, or 43 cents per share, for the same quarter a year earlier.

Revenue totaled \$75.4 million, up from \$47.7 million in the year-earlier quarter.

Purple designs and manufactures comfort technology products, including mattresses, pillows and cushions.

"The product, marketing and channel strategies we are executing continue to fuel strong revenue gains and increased market share," Terry Pearce, co-founder, chairman and CEO, said in announcing the results.

"During the first half of 2018, the company made continued progress in building a strong foundation to support future growth. This included enhancing our manufacturing, supply chain and logistics capabilities. Despite some challenges typical of a new high-growth company, I am confident that the business is well-positioned to succeed in the current competitive environment and generate profitable growth and increased shareholder value over the long term."

Vivint Solar

Vivint Solar, based in Lehi, reported net income of \$18.1 million, or 15 cents per share, for the second quarter ended June 30. That compares with \$5 million, or 4 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$80.8 million, up from \$73 million in the year-earlier quarter.

Vivint Solar is a full-service residential solar provider in the United States.

Lipocine

Lipocine Inc., based in Salt Lake City, reported a net loss of \$3.3 million, or 15 cents per share, for the quarter ended June 30. That compares with a loss of \$6.1 million, or 31 cents per share, for the same quarter a year earlier.

The company reported no revenues in the most recent quarter, the same as in the year-earlier quarter.

Lipocine is a specialty pharmaceutical company developing innovative pharmaceutical products using its proprietary drug delivery technologies.

Dominion Energy

Dominion Energy, based in Virginia but with operations in Utah, reported earnings of \$449 million, or 69 cents per share, for the quarter ended June 30. That compares with \$390 million, or 62 cents per share, for the same quarter a year earlier.



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CIVICA

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The new company — organized as a Delaware nonstock, not-for-profit corporation and based in Utah — will address “unwarranted shortages and high costs of life-saving generic medications,” Harrison said. “It will be based in Utah, and we believe that it will eventually result in hundreds of new jobs in our economy.”

Working with “reputable” manufacturing partners, Civica Rx will initially focus on producing 14 hospital-administered generic drugs, with the first being ready in 2019.

“We believe that generic drug prices can be reduced to a fraction of their current costs, saving patients — and this is really all about patients, folks — hundreds of millions of dollars a year,” Harrison said during a news conference unveiling Civica Rx. “What you see here today is a free-market solution to a social ill that has been created by individuals who have perverted an industry. We aim to fix that.”

Citing competitive reasons, Harrison declined to identify the 14 drugs.

“Generic drug manufacturers who are honorable, who do not create shortages and who do not gouge prices, have absolutely nothing to worry about, and they know who they are,” he said. “Conversely, the folks who are

perverting the system, they know exactly who they are and they should be very concerned.”

Since plans for the company were announced in January, organizers have been contacted by more than 120 healthcare systems in the U.S., representing more than one-third of U.S. hospitals, expressing interest in participating in the new company. Initial governing members include organizations representing more than 500 hospitals. Three major philanthropies will also be governing members.

Dan Liljenquist, senior vice president and chief strategy officer at Intermountain, said the drugs would be available to any organization, with everyone getting the same price and same access. “And nobody will own this business,” he said. “Not a penny of profit will be paid out of this business, ever, to any member or any other entity, for that matter.”

“We envision society owning this business,” Harrison added.

Liljenquist said it only takes one generic company, if it is acting without a profit motive, to lower the prices and make the market stable. “People could do this today,” he said. “It’s just that they’re acting on behalf of shareholders, who have an incentive to profit as much as they can.”

Liljenquist said the Civica Rx approach is “as much about access than the prices.” Consolidations in the industry have left it with one or two producers of the drugs.

“If we don’t have them, people die, so we scramble every day to find these drugs and end up not only with stress and potential patient harm, but also very high prices,” he said. “And that is not how a market works. ... Knowing that we would buy those drugs today and tomorrow and 20 years from now, we thought, there’s got to be a better way.”

Civica Rx will need to be a self-sustaining business but will have only enough margin to continue to operate and move on to other drugs, he said. While Civica Rx will begin with hospital-administered drugs, its mission will be “to ensure that all essential generics will be available and affordable to everyone,” he said.

Harrison said Civica Rx hopes to prove its concept and have enough success to force “those few bad actors clean up their act” and make it so that Civica Rx doesn’t have to work down a long drug list — the 14 drugs were narrowed from a group of 200. “Our goal is not to have the largest top-line revenue. Our goal is to eliminate these shortages and make drugs affordable to people. That’s all,” Harrison said.

Martin VanTrieste, Civica Rx’s CEO and working for no pay, said he expects the company to be able to supply at least half of the hospital-administered generic drug market. “I think that drug shortages are the biggest scourge that our industry has created,” he said. “No patient, no family, should have to be concerned that

their child can’t get the cancer drug that they need to live.”

While starting with “a small core” of employees — he listed six positions — the company will grow and hire as products are brought to the market. While Civica Rx will initially subcontract with manufacturing partners to get the drugs — which Civica Rx officials said are not difficult to manufacture and were developed decades ago — “as Civica develops, we’re going to look for [manufacturing] locations to build a site and Utah is clearly on that list,” said VanTrieste, former chief quality officer for pharmaceutical company Amgen.

The initial governing mem-

bers list includes Catholic Health Initiatives, HCA Healthcare, Intermountain Healthcare, Mayo Clinic, Providence St. Joseph Health, SSM Health and Trinity Health. They will provide leadership for the Civica Rx board of directors and provide much of the initial capitalization for the company.

The U.S. Department of Veterans Affairs (VA) will also work in consultation with Civica Rx to address its particular needs.

The three major philanthropies that are governing members are the Laura and John Arnold Foundation, the Peterson Center on Healthcare, and the Gary and Mary West Foundation.

EDCUtah

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the things that make this state unique,” said Theresa Foxley, president and CEO of EDCUtah. “I’m so thankful for the opportunity to serve in this role and help to build on EDCUtah’s great legacy. Next year, we will double down on what we’re good at and what we know works: building a sharp and talented team, driving value for our partners and continuing to attract high-value companies to Utah while strengthening relationships with those already here.”

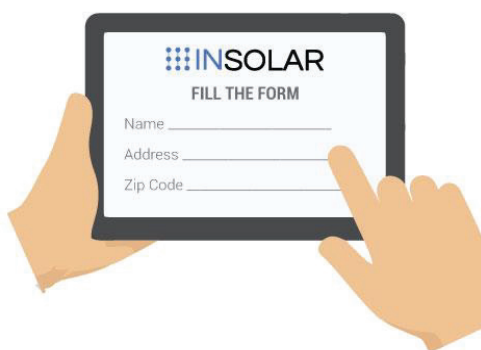
At the meeting, EDCUtah presented awards to two people

deemed outstanding leaders in economic development. Jerold G. Oldroyd, chairman of the Governor’s Office of Economic Development board and senior counsel at Ballard Spahr, was honored with the Thayne Robson Leadership in Economic Development award for his work in the public sector. Scott Anderson, president and CEO of Zions Bank, received the Nick Rose Leadership in Economic Development citation for his work in the private sector.

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Get rid of those old, tired sales pitches and start thinking instead

Sales pitches are shortcuts that save time and don't require thinking. They're the stock-in-trade of salespeople, rolling off the tongue easily and unconsciously. They once worked well with customers, but not so much today. Here are some of them:

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

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

The role of salespeople and marketers is no longer that of a guide, directing customers to what they want to sell them. Those who make sales are coaches who take

the time to figure what's in the customer's best interest.

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

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

"We've been in business for 37 years." There was a time when longevity made a compelling statement for customers, sending a

message of stability and that somebody was doing something right. Not now. In fact, it may be just the opposite in the customer's mind, as companies merge, fail and, more likely, fall behind.

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

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

"You'll never do better than this price." Sure, everyone in marketing and sales is justifiably concerned with price — more so every day. But that's no excuse for arrogantly announcing to customers they're, in effect, stupid not to buy from you.

Such tactics may have worked in the past, but today's customers don't respond positively to them.

They want the evidence and they feel capable of their own research, even as they're talking to a salesperson.

"Time is running out. Once they're gone, they're gone." Yes, and you might want to throw in "Order now. Only 11 in stock." Scarcity gets attention, as psychologists tell us. We balk at losing something we already have for the possibility of greater gain. Yet, we also don't want to lose something we don't have, particularly if it's in scarce supply. It's not surprising such pitches as "Prices going up in two days" and "Only three left in stock" are irresistible, and, like magic, compel many customers to hit the "Buy now" button.

While there are takers, the more thoughtful and better-informed buyers say, "Thanks, but no thanks."

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

"I don't know how long

that's going to be available."

An upscale retailer had a one-day furniture sale and the place was jumping. Months later, there was a two-day sale event for customers. Much of the same merchandise was shown at the original "special price." Playing games with customers destroys buyer confidence and can have long-term negative consequences. No one wants to be played for a fool.

"If you can get a better deal, take it." This sounds as if a salesperson is daring the customer to find a better price. Not so. In reality, the purpose is to get the customer to back down, to give up and capitulate, and buy now. Today's savvy customers don't take the bait. Instead, they take the advice, track down a better deal — and take it.

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

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



JOHN GRAHAM

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2018

WHEN: Friday, September 28

TIME: 7:30 a.m. Registration
8:00 a.m. Program
12:00 p.m. Closing

WHERE: St. Mark's Hospital, Lamb Auditorium
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Breakfast will be provided.

Join us September 28th for the Cigna Utah Behavioral Health Forum presented in conjunction with **MountainStar Healthcare** and **The Enterprise**.

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- Government Initiatives on Mental Health
- Mental Health Trends—both National and Local
- Addressing Mental Health and Substance Use Disorder Stigma in the Workplace
- Anxiety and Depression in the Workplace
- Panel Discussion: Integration, Innovations, Personal Stories

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Industry Briefs

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

ASSOCIATIONS

• The Utah Chapter of the **National Association of Women in Construction (NAWIC)** has named **Tracy Nation** as chapter president. Nation succeeds **Karla Steele-Hunter**, who will finish her term as president later this month. Nation started her career at NAWIC in 1997 and has held the positions of treasurer and vice president. She also served as the chapter's president from 2001-03. She works as a project administrator for Big-D Construction in Salt Lake City. NAWIC also announced the following changes: **Jodi Simpson** will serve as the chapter's vice president, **Patty Waldhouse** will serve as secretary, and **Paula Sorensen** will serve as treasurer.



Tracy Nation

CONSTRUCTION

• **Reaveley Engineers**, a Salt Lake City-based structural engineering firm, has hired structural project engineers **Tim Strickland** and **Catherine Tucker**. Strickland has 10 years of prior experience and has, since joining the Reaveley team, contributed to projects such as the BYU Lavell Edwards Stadium mezzanine addition and the University of Utah Orthopaedic Center Skills Lab addition. Prior to joining the firm, Tucker worked as a project manager/project architect for eight years. She also has experience as an architect. Since starting with Reaveley, she has worked on projects such as the Holladay Library addition and renovation and the Capitol Theatre Phase 2 renovation. Her education includes a master's degree in architecture and a master's in civil and environmental engineering from the University of Utah. She is currently finishing her Ph.D. in civil and environmental engineering from the UofU.



Tim Strickland



Catherine Tucker

CORPORATE

• The board of directors of **Security National Financial Corp.**, Salt Lake City, has adopted a stock repurchase program under which the company may repurchase up to 300,000 shares of its Class A common stock. The program permits the company to purchase the shares in the open market. The repurchased shares of will be held as treasury shares to be used as the company's employer matching contribution to its employee 401(k) retirement savings plan.



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EDUCATION/TRAINING

• **JetBlue** recently partnered with the **Utah STEM Action Center** and **Atlantic Aviation** to introduce young girls to aviation and STEM careers. The "Fly Like a Girl" event in Salt Lake City provided opportunities for girls ages 8-14 to learn firsthand about careers above the wing, below the wing and behind the scenes at an airline, directly from women working in aviation and STEM. The event was sponsored by **JetBlue Equals**, the airline's diversity and inclusion platform; the **JetBlue Foundation**, a non-profit focused on STEM education; and **Women in Flight**, one of the airline's employee resource groups.

EXPANSIONS

• **LifeVantage**, a Salt Lake City-based dietary supplements and skin care products company, has expanded into Austria. Its operations there are open for both distributor enrollments and orders, as well as customer orders. Select LifeVantage products were made available in Austria and six other countries for the first time in April on a not-for-resale basis as part of LifeVantage's new Global Customer Acquisition Program. LifeVantage now has a formal presence in 13 markets in North America, Europe, Australia and Asia.

• **Sundance**, a Salt Lake City-based retailer of men's and women's clothing and other items, has opened a store in Nashville, Tennessee. It is one of four stores to open across the country by year-end. The company currently has 10 other retail stores.

GOVERNMENT

• **Salt Lake City** is accepting applications through Oct. 4 for a few **U.S. Department of Housing and Urban Development (HUD)** programs: **Community Development Block Grant (CDBG)**, designed to promote the development of viable urban communities by providing affordable housing, suitable living environments, and economic opportunities for persons of low and moderate income; **Emergency Solutions Grant (ESG)**, aimed at helping individuals and families regain housing stability after experiencing a housing or homelessness crisis; **HOME Investment Partnership Program (HOME)**, designed to create affordable housing opportunities for low-income households; and **Housing Opportunities for Persons with AIDS (HOPWA)**, designed to provide housing assistance and related supportive services to persons living with HIV/AIDS and their families. An application resource guide is available at www.slc.gov/hand.

HEALTHCARE

• The **National Institutes of Health** has awarded a three-year grant totaling more than \$270,000 to support the research of **Weber State University** engineering associate professor **Larry Zeng**, who has researched medical imaging for nearly 30 years. The grant will allow Zeng to expand his research, as well as train students to work with him. During his research, Zeng created an algorithm that uses geometry to rapidly detect and remove image distortions in CT scans. His work targets a growing safety concern among medical professionals and patients — while CT scans are a fast and efficient way to see inside the body, they expose patients to radiation, typically at a dose much higher than traditional X-rays.

INVESTMENT

• **Sarcos Robotics**, Salt Lake City, has secured \$30 million in Series B funding from a group of investors co-led by **DIG Investment** and **Alex. Brown & Sons**. The company's Series A investors also participated, including **Caterpillar Ventures**; **Cottonwood Technology Fund**; **GE Ventures**; **Microsoft**; **Schlumberger**; and Sarcos' chairman and CEO, **Ben Wolff**. Sarcos

develops robotic systems for use in the industrial, public safety and military sectors. It said it will use the funding to expand the company team, scale the production and deployment of its Guardian S inspection and surveillance robot, and prepare for the launch of the commercial versions of its Guardian XO product line in late 2019.

• **CloudCherry**, a Salt Lake City-based customer experience management platform company, has raised \$9 million in Series A funding, led by **Pelion Venture Partners**, with additional funds coming from existing investors **Cisco Investments**, **Vertex Ventures** and **IDG Ventures India**. **Donald Tucker**, head of collaboration corporate development and venture investments at Cisco, and **Brett Wingo**, senior vice president of CX platforms at Cisco, join the CloudCherry board of directors as observers. CloudCherry said it will use the capital to build on its early successes and grow its North American sales and marketing teams, build out its go-to-market capabilities, and expand its technological lead through a focus on data sciences for CX.

• **MarketDial**, Salt Lake City, has closed a \$7.5 million Series A funding round led by **Crosslink Capital**. Also participating were **Kickstart Seed Fund**, **Peterson Ventures** and **Silicon Valley Bank**. The funding will be used to accelerate the progress and overall growth of the company and its product. The company provides brick-and-mortar retailers with software to bring online-quality tools to their offline businesses.

LAW

• **Dorsey & Whitney LLP** has added **Matt Wells** and **Jim Kelly**



Matt Wells



Jim Kelly

Kelly as partners in the firm's Corporate Group in Salt Lake City. The firm also has added associates **Kady Reese** and **Neela Pack** and paralegal **Tracey Jackson**. Wells advises entrepreneurs, growth enterprises and their investors



Kady Reese



Neela Pack

from entity start-up though exit and has expertise in venture capital, growth equity, private equity and M&A transactions. He also represents national and international



Tracey Jackson

clients making in-bound equity investments and middle-market acquisitions of private companies nationwide. Kelly advises a range of investment management firms, providing alternative investment managers and investors counsel regarding investment products. His experience includes advising hedge funds, private equity funds, real estate funds and venture capital funds. He also advises clients with respect to separate accounts and joint venture arrangements. Kelly assists clients with the structure and organization of investment funds and accounts and with regulatory compliance, operational and investment matters. He also provides counsel with respect to the formation and operation of sponsor and management entities and arrangements among firm principals.

OUTDOOR PRODUCTS/ RECREATION/SPORTS

• **Vista Outdoor Inc.**, Farmington, has named **Kelly Reisdorf** as vice president of investor relations. Reisdorf has been with Vista Outdoor for 11 years in various capacities, most recently serving as vice president of enterprise IT. Prior to Vista Outdoor, Reisdorf held various positions in strategic management consulting and financial systems.



Kelly Reisdorf

RECOGNITIONS

• The **U.S. Chamber of Commerce** has released its list of finalists for the **Dream Big Small Business of the Year Awards**. **Kaddas Enterprises** of Salt Lake City is a finalist in the **Green/Sustainable Business Achievement Award** category. **Campfire Industries** of South Jordan is a finalist in the **Young Entrepreneur Achievement Award** category. The awards program recognizes excellence in six categories and reflects the leading businesses in each of the following areas: emerging, green/sustainable, minority-owned, veteran-owned, woman-owned,

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Industry Briefs

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and young entrepreneur businesses. Award winners will be announced Oct. 3 in Washington, D.C., as part of the 2018 Small Business Summit.

• **Greer's Do It Best Hardware**, Tremonton, has been named the **2018 Hardware All Star** for Utah by **Hardware + Building Supply Dealer**, a publication covering the hardware industry. The magazine's editors select their All Stars based on a range of business criteria, including longevity, growth, employee development and retention, creativity and local involvement.

• **Nav**, with offices in Salt Lake City and Silicon Valley, has named **Chris Jones** as the grand prize winner of its second \$10,000 **Small Business Grant**. Nav is a free site and app for small-business owners to access their business credit scores and be matched to financing options. Jones is the owner and operator of CJ's Bait & Tackle, the Mississippi Gulf Coast's first mobile, solar-powered bait and tackle shop. To be considered for the Nav Small Business Grant, business owners were asked to share a challenge their business is facing.

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SERVICES

• Technology repair brand **uBreakiFix** has opened a location at 506 N. 325 E., Harrisville. The company also has locations in Sandy and South Jordan. The Harrisville location is the second one for **Caralyn and Rick Olson**, who also own a store in Twin Falls, Idaho, and plan to open seven more locations in Utah, Idaho and

Washington. The next location will open in Bountiful later this month. **UBreakiFix** specializes in same-day repair service of small electronics, repairing cracked screens, software issues, camera issues and other technical problems at its more than 430 stores across North America.

• **U-Haul Company of Utah Inc.** has announced that **3D Auto Sales LLC** has signed on as a U-Haul neighborhood dealer to serve the Salt Lake City community. It is located at 958 S. State St., Salt Lake City, and will offer U-Haul trucks, trailers, towing equipment and moving supplies. 3D Auto Sales partners are **Basit Syed** and **Rubina Basit**.

SPORTS

• **Weber State University** has held a groundbreaking event for a new athletic complex at the north end of Stewart Stadium. To be ready for the start of the 2019 football season, the complex will include a new plaza, ticket office, souvenir shop, a strength-and-conditioning facility for all Wildcat student-athletes, football team locker rooms, equipment room, meeting rooms and football coaches' offices.

TECHNOLOGY/LIFE SCIENCES

• **Verisys Corp.**, South Jordan, has named **Jamie A. Harper** as chief operating officer. Harper



Jamie Harper

has 22 years of experience, most recently serving as COO for Sorenson Media Inc. Verisys provides a cloud-based technology platform of data, analytics and services that supports enterprise-wide compliance in the U.S. healthcare industry.

• **Control4 Corp.**, a Salt Lake City automation and networking systems company, has appointed **Charlie Kindel** as senior vice president of products and services. Kindel has 30 years of experience as a builder of consumer

and developer products, platform technologies and partner ecosystems, including 21 years at Microsoft and five years at Amazon. Most recently, he created and led the Alexa and Echo Smart Home efforts at Amazon. At Microsoft, he served as general manager of the Windows phone developer experience. Kindel succeeds **Eric Anderson**, who announced his retirement plans earlier this year after serving as the company's product and services executive since 2012.



Charlie Kindel



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BEHAVIORAL HEALTH

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WELLNESS & PREVENTION

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

UTILIZATION REVIEW

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

U BABY & WOMEN'S HEALTH

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

PEDIATRIC & ADULT

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

DISEASE MANAGEMENT

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

INPATIENT TRANSITIONS

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

RESOURCES

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

PHARMACY MANAGEMENT

University of Utah Health Plans excels in providing pharmacy benefit management services. Our clinical pharmacy management team works hand in hand with the medical care management team, creating a unique integrated approach which provides members with the highest quality of care and optimal cost efficiency.

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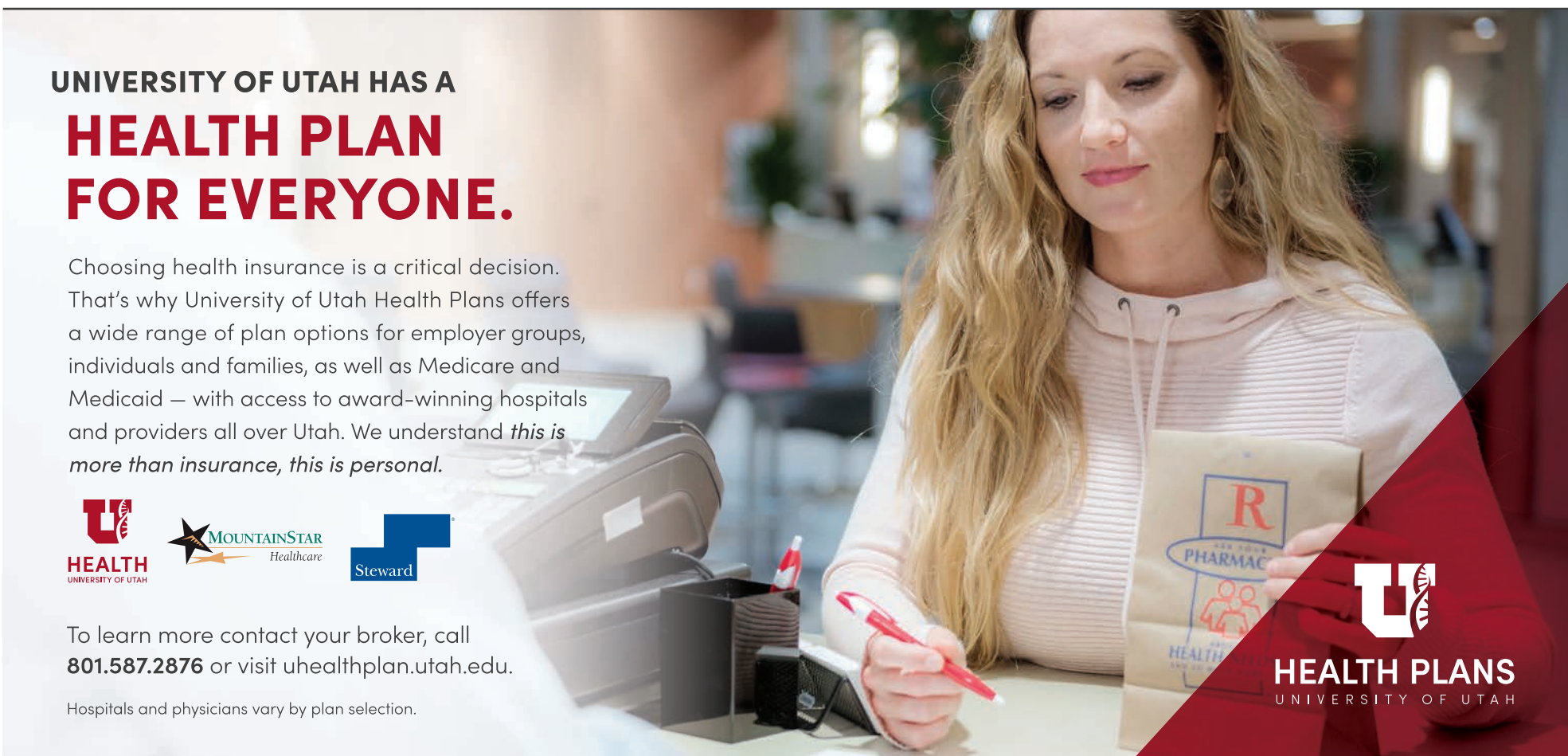


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Calendar

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.

Sept. 18, 8-9 a.m.

Small Business Forum, a first-ever Salt Lake Chamber event. Theme is "Family-Owned Small Business: Challenges and Opportunities." Panelists are Liz Butcher, Butcher's Bunches; Matt Caputo, Caputo's Deli; Steve Hatch, Hatch Family Chocolates; Natalie Kaddas, Kaddas Enterprises Inc.; and Ingolf De Jong, GENCOMM (moderator). Location is Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

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

Utah Food Innovation Summit, hosted by IFIC and focusing on emerging food production techniques that could affect the food supply chain. Speakers include Lt. Gov. Spencer Cox discussing the food industry and how it can change life in Utah for the better; Bob Garrison, editorial director of *Prepared Foods Magazine*, who will provide recent examples of "How Innovative Brands are Reshaping the Food Business"; Ethan Brown, CEO of Beyond Meat, discussing "The Future of Protein"; Dean Peterson, CEO of Harmons, discussing "Innovation from a Retail Grocery Perspective"; Andrew Smith, CEO of Four Foods Group, discussing the foodservice business and "Innovation on the Menu"; and a panel representing three Utah food brands sharing how they approach innovation and discussing what role it could play in the future of all Utah food businesses. Location is Utah Farm Bureau, 9865 S. State St., Sandy. Details are at wcutah.com.

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

"Cloud Computing for Manufacturing Firms" Forum, a Utah Manufacturers Association event. Location is OWTC Business Depot Ogden Camp, 918 W. 2nd St., Building 10A, Ogden. Details are available by emailing annette@umaweb.org.

Sept. 18, 9 a.m.-5 p.m.

"Construction in the 21st Century: Gearing Up for Disruption," organized by Utah's Net Zero Consortium with the Great Basin Collaborative. Speaker Sam Rashkin, chief architect for the U.S. Department of Energy, and other industry leaders will discuss net-zero strategies and tools that offer a competitive

advantage for all stakeholders in commercial and residential construction. Location is Salt Lake City Public Library, 210 E. 400 S., Salt Lake City. Details are at www.utahnetzero.com.

Sept. 18, 9 a.m.-noon

"Cash Flow is King: How to Manage Your Company's Cash like a Pro," a Small Business Development Center (SBDC) event. Location is Corporate Partnership Center, MCPC 102, 9690 S. 300 W., Sandy. Details are at <https://utahsbdc.org/trainings>.

Sept. 18, 11:30 a.m.-1 p.m.

Multi-Chamber Luncheon, presented by the South Jordan, West Jordan, Southwest Valley, Murray Area and South Salt Lake chambers of commerce and ChamberWest. Speaker is U.S. Rep. Mia Love discussing the latest developments in Congress, including trade, immigration and tax reform. Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20. Registration can be completed at Eventbrite.com.

Sept. 18, 11:30 a.m.-1 p.m.

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

Sept. 18, 11:30 a.m.-1 p.m.

Business Women's Forum. Speaker Sherry Weaver, conference sales manager at Park City Mountain Resort, will discuss "Give Feedback That Builds Trust On Your Team." Location is 50 West Club & Café, 50 Broadway, Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

Sept. 18, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Mark Sunday, chief information officer and senior vice president for Oracle, will discuss "Entrepreneurs and Intrapreneurs: It's About the 'How,' Not the 'Where,' You Work." Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Sept. 18, noon-1 p.m.

"The Digitization of Our

Lives is Imminent: So Now What?" presented by the Utah Technology Council and Silicon Slopes. Speakers are Eric Barnhart, FBI special agent in charge, and Steve Bernard, former Sony Pictures CSO/CISO. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Free. Details are at utahtech.org.

Sept. 18, 6-8 p.m.

"Let's Talk About Opportunity Hubs," presented by Access Salt Lake, AccelerantBSP and Silicon Slopes. Location is Zions Bank Founders Room, 1 S. Main St., 18th floor, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Sept. 18, 6:30-9 p.m.

"Blockchain to the Supply Chain Rescue," an Access Salt Lake event. Location is Access Salt Lake, 175 W. 200 S., Garden Level, Salt Lake City. Free. Details are at siliconslopes.com.

Sept. 19-Oct. 17

Small Business Development Seminars, presented on five consecutive Wednesdays by the city of West Jordan, in conjunction with Salt Lake Community College and the West Jordan Chamber of Commerce, for businesses located in the city of West Jordan. Topics are "Business Planning Tools" on Sept. 19, "Operations and Taxes" on Sept. 26, "Marketing and Branding" on Oct. 3, "Revenue and Cash Flow" on Oct. 10, and "Planning for Growth" on Oct. 17. Location is 8000 S. Redwood Road, West Jordan. Free, but registration is required. Details are at westjordanchamber.com.

Sept. 19, 8 a.m.-4 p.m.

"Project Management 101," a Salt Lake Community College event focused on the basic concepts of project management. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$300 (\$150 per person for qualified companies). Details are available by contacting Mireya Castillo at (801) 957-5262 or mireya.castillo@slcc.edu.

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

CFO Alliance, a Utah Technology Council event for UTC-member financial executives only. Speaker Stacey Roberts will discuss "Savvy Sales Tax Practices for Remote Sellers." Location is Eide Bailly LLP, 2901 N. Ashton Blvd, Suite 200, Lehi. Free. Details are at utahtech.org.

Sept. 19, 8-10 a.m.

"Harassment Prevention

Training for Employees (Spanish)," an Employers Council event focusing on the laws prohibiting sexual harassment and other types of harassment, what constitutes illegal harassment, what is appropriate conduct in the work environment, and what steps to take when inappropriate conduct occurs. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

Sept. 19, 11:30 a.m.-1 p.m.

"Lead Generation," part of the three-part Sales Academy Speaker Series, a Sandy Area Chamber of Commerce event. Speaker is Rebekah Brewer, founder of Utah Women in Sales and strategic inside sales specialist at Adobe. Location is Hale Centre Theatre, 9900 S. Monroe St., Sandy. Remaining series event is Sept. 26. Cost is \$50 for members, \$100 for nonmembers. Registration can be completed at Eventbrite.com.

Sept. 19, 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>.

Sept. 19, 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>.

Sept. 19, 5:45-6:45 p.m.

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

Sept. 19, 6-9 p.m.

"The Only Metric That Matters: Lifetime Value," a Utah Digital Marketing Collective event. Speaker is Luciano Pesci, CEO of Emperitas. Location is Adobe Technology Campus, 3900 Adobe Way, Lehi. Free for Utah DMC members, \$20 for nonmembers. Registration can be completed at Eventbrite.com.

Sept. 20-21

Product PowerUp and Outdoor Product Showcase. Event will feature keynote speakers, panel discussions, a showcase of innovative products, and a product pitch competition where entrepreneurs can win funding for their product ideas. Discussion

topics include "Product Design & Development," "Sourcing & Manufacturing," "Sales Strategies & Retail Trends," "Brand Building & Marketing," "Logistics & Distribution," "Licensing & IP Protection" and "Funding & How To Get It." Location is Mountain America Expo Center, 9575 S. State St., Sandy. Cost is \$100. Details are at www.productpowerup.com.

Sept. 20-21, 8 a.m.-1 p.m.

OSHA 10-Hour Certification Training, a Utah Manufacturers Association event. Location is Nephi. Free for UMA members. Details are available by emailing annette@umaweb.org. Also offered Sept. 25-26, 8 a.m.-1 p.m., at the Utah Manufacturers Association, 428 E. Winchester St., Suite 135, Murray.

Sept. 20-21

Ninth Annual Utah Business Sustainability Conference, presented by P3 Utah. Location Sept. 20, 8:30 a.m.-6:30 p.m., is Fort Douglas Officer Club, 150 Fort Douglas Blvd., Salt Lake City. Location Sept. 21, 8:30 a.m.-4:30 p.m., is University Guest House and Conference Center, 110 Fort Douglas Blvd., Salt Lake City. Cost is \$95 for P3 members and affiliates, \$135 for nonmembers. Details are at p3Utah.org.

Sept. 20-22

14th Annual Tri-State Seminar, a Utah Chapter of the Federal Bar Association event. Location is The Lodges at Deer Valley, 2900 Deer Valley Drive East, Park City. Registration can be completed at Eventbrite.com.

Sept. 20, 8-11:30 a.m.

Second Annual Southwest Salt Lake Valley Economic Summit, a Jordan Education Foundation event. Speakers include Lt. Gov. Spencer J. Cox and Robert Spendlove, senior vice president and economic and public policy officer at Zions Bank. Mayor panel includes Derk Timothy of Bluffdale, David Watts of Herriman, Trent Staggs of Riverton, Dawn Ramsey of South Jordan, and Jim Riding of West Jordan. Location is the Jordan Academy for Technology and Careers (JATC) South Campus, 12723 S. Park Ave. (2080 W.), Riverton. Free. Registration can be completed at Eventbrite.com.

Sept. 20, 10 a.m.-noon

UMA Safety Training, a Utah Manufacturers Association event

CALENDAR

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featuring two classes: “Drug-Free Workplace: Promoting a Drug-Free Environment” and “Fitness for Duty and Fatigue Management.” Location is Dixie Technical College, Room A223, 610 S. Tech Ridge Drive, St. George. Free. Details are available by emailing annette@umaweb.org.

Sept. 20, 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, \$10 for non-members. Details are at westjordanchamber.com.

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

WBN Luncheon, a Utah Valley Chamber event featuring women panelists discussing their careers in technology. Location is Ancestry, 1300 W. Traverse Parkway, Lehi. Cost is \$25 for chamber members, \$30 for non-members. Details are at thechamber.org.

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

Annual Mayors Lunch, a Davis Chamber of Commerce event. Speakers include U.S. Rep. Rob Bishop, R-Utah, and Davis County mayors discussing business and community issues. Location is Davis Tech BRC, 450 S. Simmons Way, Kaysville. Cost is \$20 for members, \$25 for guests. Details are at davischamberofcommerce.com.

Sept. 20, noon-1:30 p.m.

Silicon Slopes Community Awards. Recipients are Alan and Karen Ashton, founders of Thanksgiving Point, Lifetime Achievement Award; Stephenie Larsen, CEO and founder of Encircle, Community Hero Award; Amy Wylie, executive director of Education, One Refugee, Community Hero Award; Lori Kun, head of social impact, 5 for the Fight, Community Hero Award; and Mary Crafts, CEO of Culinary Crafts, Community Hero Award. Location is The Barn at Thanksgiving Point, 2975 N. Thanksgiving Way, Lehi. Details are at <https://www.siliconslopesawards.com/>.

Sept. 20, noon-1 p.m.

Cyber Lunch & Learn Series titled “FBI: Know Your Enemy,” a Salt Lake Chamber event. Speaker is Jeffery Collins, supervisory special agent, FBI Salt Lake City’s Cyber Task

Force. Location is the Salt Lake Chamber, 175 E. 400 S., No. 600, Salt Lake City. Free. Details are at slchamber.com/cyber.

Sept. 20, 5-7 p.m.

Business After Hours, presented by the South Salt Lake and Sugar House chambers of commerce. Location is SLICE (formerly Salt Lake Culinary), 2233 S. 300 E., Salt Lake City. Cost is \$25 for chamber members, \$30 for nonmembers. Registration can be completed at www.sslchamber.com.

Sept. 21, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Jenny Wilson, candidate for U.S. Senate. Location is Mimi’s Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to everyone. Details are at murraychamber.org.

Sept. 21, noon-1 p.m.

Silicon Slopes Live, a lunch and live recording of the Silicon Slopes Podcast featuring Dave Grow, president and chief operating officer at Lucid, and Ben Dilts, Lucid chief technology officer. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Sept. 25-26, 8 a.m.-1 p.m.

OSHA 10-Hour Certification Training, a Utah Manufacturers Association. Location is Utah Manufacturers Association, 428 E. Winchester St., Suite 135, Murray. Free for UMA members. Details are available by emailing annette@umaweb.org. Also offered Sept. 20-21, 8 a.m.-1 p.m., in Nephi.

Sept. 25, 7:30 a.m.-2:30 p.m.

“**Women Empowered**” Conference, an Ogden-Weber Chamber of Commerce event. Location is Weber State University Davis, 2750 University Park Blvd., Layton. Cost is \$65 for Women in Business members, \$75 for non-members. Details are at ogdenweberchamber.com.

Sept. 25, 8-9:30 a.m.

“**NLRB’s Updated Legal Standard for Handbook Policies**,” an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

Sept. 25, 10-11 a.m.

“**The Art of Negotiation**,” a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber Office, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordanchamber.com.

Sept. 25, 11:30 a.m.-1 p.m.

Women in Business, a Sandy Area Chamber of Commerce event. Speaker Ruth Watkins, president of the University of Utah, will discuss her career path and how women can move up into leadership roles within a company. Location is WCF Insurance, 100 W. Towne Ridge Parkway, Sandy. Registration can be completed at Eventbrite.com.

Sept. 25, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speakers Trevor Larsen, founder of PerkNow, and Mark Newman, investor and board member for PerkNow, will discuss “Student Startup Experience.” Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Sept. 26, 9-10:30 a.m.

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

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

“**Closing the Deal**,” part of the three-part Sales Academy Speaker Series, a Sandy Area Chamber of Commerce event. Speaker is Brandon Fugal, chairman of Colliers International. Location is Hale Centre Theatre, 9900 S. Monroe St., Sandy. Remaining series event is Sept. 19. Cost is \$50 for members, \$100 for nonmembers. Registration can be completed at Eventbrite.com.

Sept. 26, noon-1:30 p.m.

Tech CEO Panel, a Tomorrow’s Leaders Utah event. Panelists Steve Daly, Ivanti; Karl Sun, Lucid; Brock Black, Lendio; and Rob Nelson, Grow.com, will share their thoughts on Utah’s burgeoning tech industry. Location is Lucid Software, 10355 S. Jordan Gateway, No. 150, South Jordan. Registration can be completed at Eventbrite.com.

Sept. 26, 6:30-8:30 p.m.

“**Navigating Transitions: Finding New Paths, Passions and Purpose**,” a Utah Women & Leadership Project, Utah Valley University, event. Keynote speaker is Ruth Todd, former TV news anchor and media spokesperson for the Church of Jesus Christ of

Latter-day Saints and currently senior vice president of public affairs at Nu Skin Enterprises. Location is Ragan Theatre, 800 W. University Parkway, Orem. Free. Registration can be completed at Eventbrite.com.

Sept. 27-28

Operational Excellence Conference, presented by the Utah Governor’s Office of Management and Budget and Goldratt Consulting. Theme is “Building on Success 2018: Intense Focus, Extreme Results.” Event is focused on how to apply Theory of Constraints (TOC) principles to the public or private sector and will feature separate tracks for government and the private sector. Keynote speaker is Steve Starks, president of Larry H. Miller Sports & Entertainment and president of the Utah Jazz. Other speakers are Lt. Gov. Spencer J. Cox; Noelle Cockett, president of Utah State University; Gil West, executive senior vice president and chief operations officer of Delta Air Lines; Kristen Cox, executive director of the Utah Governor’s Office of Management and Budget; Ajai Kapoor, partner of Goldratt Consulting; and Keith Squires, commissioner of the Utah Department of Public Safety. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$499. Details are at www.utahexcellence.com.

Sept. 27, 8 a.m.-3 p.m.

Executive Summit 2018, a Utah Valley Chamber event. Location is Sundance Resort, Rehearsal Hall, 8841 N. Alpine Loop Road, Sundance. Cost is \$295 for members, \$350 for non-members. Details are at thechamber.org.

Sept. 27, 8 a.m.-5 p.m.

Utah SBDC’s Employer Tax Workshop, a Salt Lake Small Business Development Center (SBDC) event. Location is Salt Lake Community College’s Miller Campus, Corporate Partnership Center, MCPC 102, 9690 S. 300 W., Sandy. Cost is \$20. Details are at <https://www.sba.gov/tools/events>.

Sept. 27, 8 a.m.-4 p.m.

“**Cultivating Your Listening Skills: Listening to Understand**,” an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$205. Details are at employerscouncil.org.

Sept. 27, 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>.

Sept. 27, 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>.

Sept. 27, 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>.

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

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Cris Longhurst of Murray School District No. 4 (incumbent). Location is Mimi’s Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to everyone. Details are at murraychamber.org.

Sept. 28, 10 a.m.-2 p.m.

Investor Briefing: “Emerging UAS Opportunities”, organized by Deseret-UAS, VentureCapital.org and NEXA Capital Partners. Discussion will focus on Utah’s new unmanned aircraft testing facility and other UAS opportunities. Location is Zions Bank Founder’s Room, 1 S. Main St., 18th floor, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Oct. 2, 8-10:30 a.m.

“**Pay the IRS Less Without Going to Jail**,” a Salt Lake Small Business Development Center (SBDC) event. Location is Salt Lake Community College’s Miller Campus, Corporate Partnership Center, MCPC 102, 9690 S. 300 W., Sandy. Cost is \$20. Details are at <https://www.sba.gov/tools/events>.

Oct. 2, 10 a.m.-2 p.m.

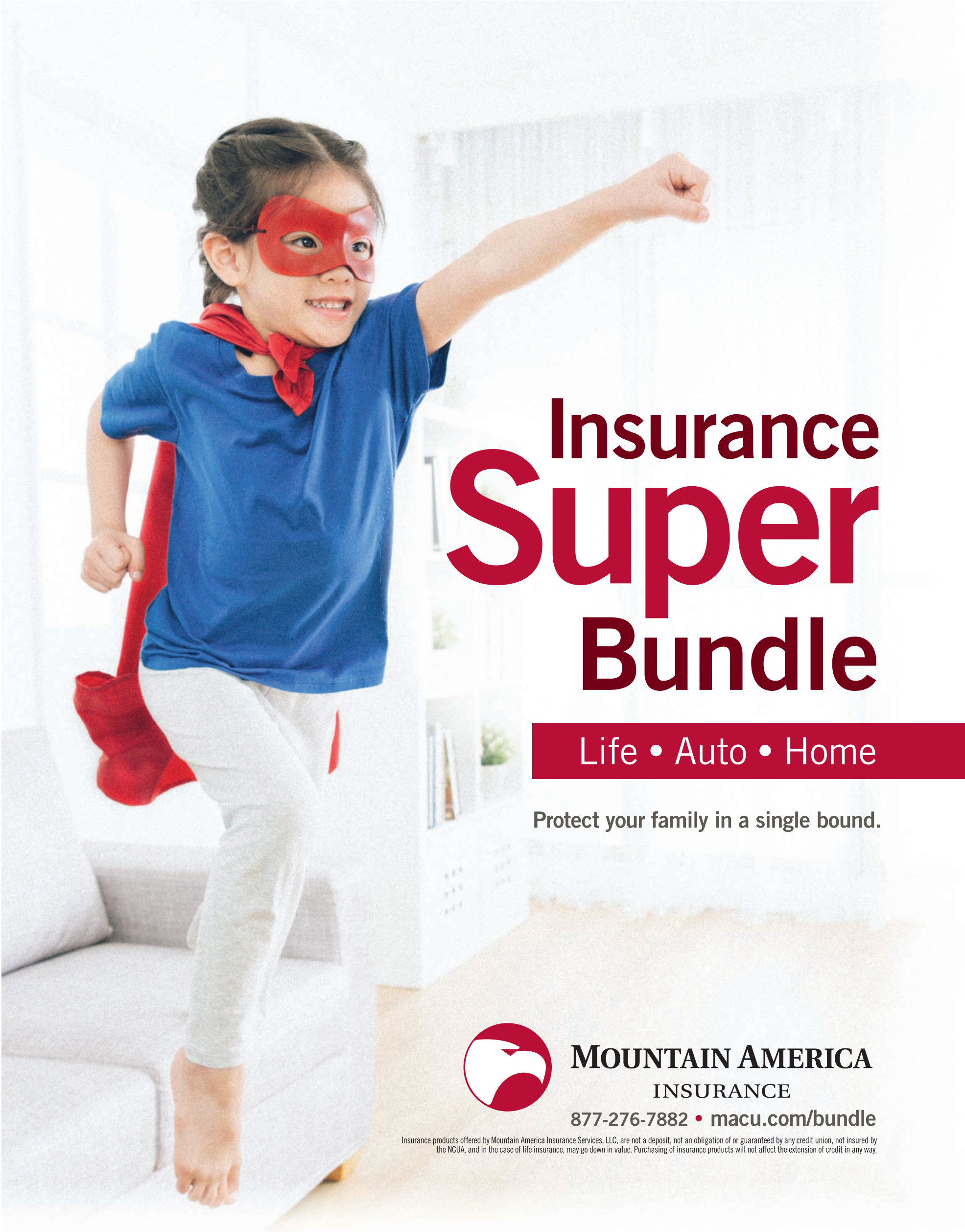
Work Ability Career Exploration & Job Fair, for individuals with disabilities. Location is Sanderson Center for the Deaf and Hard of Hearing, 5709 S. 1500 W., Taylorsville. Registration can be completed at jobs.utah.gov/usor/business. Details are available by contacting Thomas Smith at (801) 887-0282 or thomasmith@utah.gov.

Oct. 2, 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.

Oct. 2, noon-12:50 p.m.

Fall 2018 Silicon Slopes



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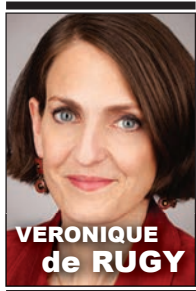
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Opinion

With Reed confirmation, will the Export-Import Bank rise again?

At the end of August, the Senate Banking Committee voted Kimberly Reed out of the committee to become the new president of the U.S. Export-Import Bank. But before she can start her job, she must win a confirmation vote in the full Senate. This is the first step to restore the past glory of an agency mostly devoted to serving big corporate interests at the expense of millions of non-subsidized American firms, workers and taxpayers.

One of the core businesses of the Ex-Im Bank is backing loans made to foreign customers of domestic companies. For the most part, both the clients getting the loans and the domestic firms being subsidized are large and successful companies with plenty of access to capital. On the domestic side, before Ex-Im lost a large portion of its lending authority in 2015 due to the lack of quorum on its board of directors (it needs three members to approve deals above \$10 million), 65 percent of its activities benefited 10 very large and successful companies, like GE, Caterpillar, Applied Materials and the Sikorsky Aircraft Corp.



VERONIQUE
de RUGY

But nobody benefited more than the aerospace behemoth Boeing. Between 2007 and 2014, companies purchasing products from Boeing received 70 percent of all loan guarantees and 40 percent of all Ex-Im handouts, earning the agency the nickname “Boeing’s Bank.” The top foreign beneficiaries of Ex-Im were a Who’s Who list of giant and often state-owned companies. They include Emirates Airline, Ryanair and China Air. But none benefited more than PEMEX, the Mexican state-owned oil and gas firm. Between 2007 and 2014, it received a total of \$7 billion on loan from Ex-Im, which would seem to conflict with the stated anti-fossil fuel position of the Obama administration during that time.

That may come as a surprise to many Democrats, since they (with the notable exception of Sen. Bernie Sanders) were fervent defenders of the agency’s reauthorization a few years ago in the name of helping small businesses. Yet as the numbers demonstrate, the agency was never about small businesses. While the bank had a quorum from 2007 through 2014, small businesses still only received 20 percent of the support

it provided. That combined total is half the size of Boeing’s windfall. Minority-owned businesses and women-owned businesses didn’t do too well compared with Boeing either, at 2 percent and 1 percent of that support, respectively.

Stopping Ex-Im from making deals above \$10 million — due to the lack of quorum — has had the effect of shifting some of the bank’s activities toward small businesses. From 2015 through 2017, the portion of the bank’s support directed to small businesses increased to 38 percent; the portion directed to minority-owned businesses increased to 6 percent; and the women-owned businesses’ share grew to 3 percent. For the first time ever, the small-business allocations of funds are now bigger than Boeing’s, which currently benefits from 25 percent as opposed to 40 percent of the bank’s handouts. Incidentally, Boeing has still managed to prosper during the last few years despite this cut to its government largesse.

You’d think Democrats would be delighted about the new small-business focus for the agency, but you’d be wrong. Some are expanding a great amount of energy lobbying for the restoration of GE’s and Boe-

ing’s perks. Yet to do that, they need more than Reed’s confirmation as bank president; they need the confirmation of other members to the board of directors.

That was the message from Sen. Heidi Heitkamp, D-N.D., back in July during Reed’s nomination hearing. Her office released a statement calling for the speedy confirmation of Reed, “as well as the nominations of three others selected to serve on the Ex-Im Bank Board.” As the senator noted, “I hope the few senators blocking these nominees from moving forward will do the right thing for American workers and businesses by instead enabling these nominees to get confirmed.”

I hope they don’t. If Heitkamp gets her way, cronyism will get a boost. High-level lending to large foreign companies at preferential terms will resume and continue to be backed by U.S. taxpayers. It will continue to feed the swamp and the government’s corporate handout system.

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

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Things are pretty good, so let's not peer too far behind the curtain

For those few people left who still believe Donald Trump is unconventional but canny, that there is a method to the madness, recent revelations should clarify. Bob Woodward’s new book and *The New York Times* op-ed written by an anonymous official make plain that behind Trump’s ranting, impulsive, incoherent and narcissistic facade lies a ranting, impulsive, incoherent and narcissistic man. But while the great presidential psychodrama captivates us, let’s remember that there are real things in the real world that continue — trends that will prove important and consequential whether or not they get talked about on television.

Perhaps the main reason we are not peering too far behind the curtain is that, in general, things look good. Broadly speaking, the world is experiencing peace and prosperity. The American economy in particular is robust, with strong growth and low unemployment. Why is this? No one is quite sure. But it’s worth keeping in mind that since World War II, growth has been the norm. Martin Wolf of the *Financial Times* points out that since the early 1950s, the world economy has grown every year and, other than a few exceptions, always at 2 percent or higher. Political issues (short of major war) rarely have much impact on the economy. The American economy is a vast, complex \$19 trillion beast that is shaped more by large, structural trends than by a few policy changes in Washington.

The American economy is growing a bit faster than expected. Trump tries to take

credit for this nearly every day. And some credit is justified. The widespread deregulation taking place under his administration has probably had the effect of easing constraints on business activity. The sweeping tax cut freed up cash for businesses. The infusion of money, however, is likely to produce only a temporary bump for the country, a sugar high that comes at the cost of a massive increase in deficits and deepening inequality.

The three broader trends shaping the world are peace, globalization and technology.

Peace among the major powers allows for the continued surge of economic activity in most of the world. The “rise of the rest,” the growth of once-poor countries outside the West, remains the largest force powering world economics. This globalization and an ongoing technological revolution have allowed growth to persist without the one economic factor that has almost always stopped it in the past — inflation. It is hard for prices to rise when goods and services can be supplied cheaply by a person in some developing country or through automation. The absence of inflation over the last 25 years is still the most remarkable trend that keeps the global growth engine chugging.

But look below the surface and the forces producing these benign circumstances all seem to be increasingly under pressure. America, the world’s leading architect of the international order and stability, seems determined to disrupt it. Trump is at

heart an isolationist who constantly questions the value of the alliance structure that has kept the world peaceful and stable since 1945. He seems to want the United States to either withdraw from the world or to turn its international role into a profitable, quasi-colonial enterprise, for example by extracting payments from Europe, Japan and the Gulf States and confiscating the oil resources of Iraq. His administration has been in major trade disputes with America’s top trading partners — the European Union, China, Canada and Mexico.

That leaves the technological revolution that has transformed the world. But here also the trends are not entirely promising for America. First, the country is living off seed capital. Investments in basic science and research that were made in the 1960s and 1970s continue to undergird American technology companies today. Could Amazon, Facebook and Apple have dominated the world without the Internet

see ZAKARIA page 19



FAREED
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Opinion

There are better alternatives to taxpayer-funded free college for everyone

Not too long ago, the *Deseret News* ran a piece on its front page titled “SLCC’s Promise is Meeting its Objectives.” Marjorie Cortez, a columnist and reporter for the *Deseret News*, wrote, “The Salt Lake Community College Promise initiative is inching closer to the dream of a free college experience for Utah students who agree to take a full academic load and meet income guidelines.”

I have just read that New York University is going to make its medical school free to qualified students. What’s important to understand is that this is possible because of grants from private donors. A number of other medical schools around the country are doing the same thing.

America does have an unfilled need for skilled workers. Yup! There are 6.7 million jobs available for qualified employees. Yes, a school like SLCC could easily fill these requirements, but only if they work for local businesses when they graduate. I believe that these businesses should pay the tuition, not the state.

Isn’t deregulation wonderful? In my opinion, deregulation is the best thing Pres. Trump has done. It beats the tax cuts, it beats the military parade he is proposing

and it beats the excellent choices he has made for Supreme Court justices. Deregulation is America’s best chance for a better lifestyle for all.



ROBERT PEMBROKE

How about what Betsy DeVos, Trump’s secretary of education, is doing to colleges and universities across the land? She has just announced that two of Obama’s rules will be reversed. “These rules cost American taxpayers tens of billions of dollars and diminished education options for students who can’t afford tuition at Stanford and Georgetown,” DeVos was quoted as saying in a *Wall Street Journal* article on Aug. 17 titled “DeVos’ Gainful Deregulation.”

Say goodbye to the Obama Administration 2014 “gainful employment” rule. This is the rule that Obama attached to for-profit colleges. In essence, Obama’s rule said that if colleges exceed the 8 percent ratio of a student’s income to the student’s loan, the college would lose its federal funding. Obama’s rule applied exclusively to vocational schools, i.e., for-profit schools. When DeVos invokes a change to this rule, schools like Harvard, Yale and USC will yell to

high heaven.

Secretary DeVos’ second rule change concerns loan forgiveness. Obama expanded loan forgiveness to all students who claimed to have been duped. “Like the gainful employment regulation, the ‘borrower defense’ rule eviscerated due process. Students didn’t prove they were harmed by a college’s alleged misrepresentation or that the harm was intentional to obtain relief. Nor could colleges dispute student claims though they could be dunned for discharged loans. The rule also pleases plaintiff attorneys by banning class-action arbitration waivers,” the *Wall Street Journal* story said.

I believe that these schools are intentionally misleading students and parents in order to pay for their kingdoms.

In the waning days of the Obama administration, the president expanded loan forgiveness. As Oliver Hardy said, “Well, here’s another nice mess you’ve gotten me into.” Obama’s rule became a goldmine for plaintiff attorneys by banning class-action arbitration waivers. DeVos is proposing that the same standards and procedures be used to adjudicate fraud claims, according to the *Journal*.

But, will this solve the lack of skilled

workers? I don’t think so. If you watched Fareed Zakaria’s CNN report on Aug. 10, you would have heard that three companies — Apple, Google and Microsoft — That have tremendous net worth and huge sales, only have 230,000 U.S. employees and don’t have a skilled worker shortage. It’s the little guys who desperately need skilled workers.

The labor shortages are spread across all industries, especially construction and, to me, it looks like there is a systemic problem with our educational system. High schools have dropped shop classes and parents want their children to get college degrees. Another possible explanation is that people who dropped out of the labor force due to the 2008 depression have found out that living on taxpayer handouts is not too bad.

So here is my solution to the skilled labor shortage in Utah: Take the money that SLCC is giving away and restart shop classes in high schools. The state of Utah should run an advertising campaign that touts vocational skills as being just as good as college degrees.

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



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CALENDAR

from page 12

Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Joseph Grenny, co-founder of The Other Side Academy: Do Felons Make the Best Entrepreneurs? Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Oct. 2, 5:15-7:15 p.m.

“Level Up: A Sales Workshop Event,” presented by Utah Women in Sales. Registrants will select two workshops from the following offerings: “Social Selling and Building Your Brand,” “How to Close the Deal: Panel,” “Prospecting in 2018,” “Women in Leadership” and “Why a Career in Sales?” Location is Podium, 1650 W. Digital Drive, Lehi. Free. Details are at siliconslopes.com.

Oct. 3, 7:30 a.m.-noon

Fall 2018 Nubiz Symposium. Theme is “Customer Service Secrets: Success & Strategies from Companies that Do It Right.” Speakers include Josh Garner, Becklar; Scott Williams, Farr’s Jewelry; Rick Danger, Pepsi; Ryan Dennis, Chick-fil-A; Stephen Snyder, Amazon; and Annie Fitzgerald, Grand America Hotel. Location is Weber State University Shepherd Union Building, 3910 W. Campus Drive, Ogden. Cost is \$49 (two-for-one admission for chamber members). Details are at ogdenweberchamber.com.

Oct. 3, 3-4:30 p.m.

“Jump Start: Intro to Entrepreneurship,” a Salt Lake Chamber seminar. 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.

Oct. 4, 8 a.m.-3:30 p.m.

Wage and Hour Workshop, an Employers Council event focusing on what industries are covered by the FLSA, along with recordkeeping requirements and the position exemptions from overtime. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt

Lake City. Cost is \$219. Details are at employerscouncil.org.

Oct. 4, 8-9:30 a.m.

Education & Workforce Forum with the theme “Connecting Business and Higher Education” featuring university and college presidents. Panelists include Astrid Tuminez of Utah Valley University; Beth Dobkin of Westminster College; Denece Huftalin of Salt Lake Community College; Noelle Cockett of Utah State University; and Ruth Watkins of the University of Utah; plus moderator Natalie Gochnour, director of the UofU’s Kem C. Gardner Policy Institute. Location is Hale Centre Theatre, 9900 S. Monroe St., Sandy. Cost is \$40. Details are at slchamber.com.

Oct. 4, 6-9 p.m.

Titan Awards 2018, a Sandy Area Chamber of Commerce event. Award recipients are Ann Romney, best-selling author and global ambassador for the Ann Romney Center for Neurological Diseases; Sterling Nielsen, president and CEO, Mountain America Credit Union; and Jay Francis, executive vice president of corporate affairs and Miller Family Philanthropy for the Larry H. Miller Group. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Registration can be completed at Eventbrite.com.

Oct. 4, 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.

Oct. 5, 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 (pay if ordering from the menu). Open to everyone. Details are at murraychamber.org.

Oct. 5, 8-10 a.m.

Friday Forum and Education Partnership Awards, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo. Details are at thechamber.org.

Oct. 5, 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://firstfridaysnetworking.com/.

Oct. 5, 8-9:30 a.m.

“Three Things Will Make or Break Your Sales and Negotiations,” a Salt Lake Chamber event. Speaker is EksAyn Anderson, author, sales and negotiation expert and speaker. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$20. Details are available at slchamber.com.

Oct. 5, 8-9 a.m.

Silicon Slopes Breakfast. Speaker is Nash Foster, CEO of Pyroflex. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Oct. 5, 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.

Oct. 9-11

2018 Utah Tourism Conference, presented by the Utah

Tourism Industry Association and the Utah Office of Tourism. Theme is “Building Connections That Count.” Conference is a gathering of the tourism industry, state leaders, agencies and travel experts to explore the latest trends and opportunities for the industry. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$259 for UTIA members, \$299 for nonmembers, \$169 for students. Details are at https://www.utahitourism.org/conference.

Oct. 9, 9 a.m.-4 p.m.

“Employment Law for Managers” employees. Location is Salt Lake Community College’s Miller Campus, 9750 S. 300 W., Sandy. Cost is \$180 (\$90 per person for qualified companies). Details are available by contacting Debbie Patten at (801) 957-5244 or debra.patten@slcc.edu.

Oct. 9, 10-11:30 a.m.

“How to Become a Leader that People Will Follow,” a West Jordan Chamber of Commerce event. Location is West Jordan

Chamber Office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

Oct. 9, noon-12:50 p.m.

Fall 2018 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute 14-week event open to students and community members interested in learning from experienced entrepreneurs. Activities take place at noon on Tuesdays. Speaker Mike Morgan will discuss a topic to be announced. Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at msanders@uvu.edu or (801) 863-5354.

Oct. 9, 5:30-7:30 p.m.

Business After Hours, a Holladay Chamber of Commerce event. Location to be announced. Details are at holladaychamber.com.

see **CALENDAR** page 19

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CAREERS



International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

For more information, contact Brett Schwemmer (bschwemmer@irteams.org), 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.

EARNINGS

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Operating revenue in the most recent quarter totaled \$3 billion, up from \$2.8 billion in the year-earlier quarter.

Dominion provides electricity or natural gas to nearly 6 million customers in 19 states.

"Our second-quarter results were very strong and came in above the top end of our guidance range of 70 cents to 80 cents [per share]," Thomas F. Farrell, II, chairman, president and chief executive officer, said in announcing the results. "With two strong quarters of financial and operating results in 2018, we affirm our expectation to produce operating earnings that are in the top half of our annual guidance range of \$3.80 and \$4.25 per share."

HollyFrontier

HollyFrontier Corp., based in Dallas but with operations in Utah, reported net income attributable to stockholders of \$345.5 million, or \$1.94 per share, for the quarter ended

June 30. That compares with \$57.8 million, or 33 cents per share, for the same quarter a year earlier.

Some special items boosted net income in the most recent quarter by \$86.6 million, the company said.

Sales and other revenues totaled \$4.4 billion in the most recent quarter, compared with \$3.5 billion in the year-earlier quarter.

HollyFrontier is an independent petroleum refiner and marketer. Through subsidiaries, it operates several refineries, including a 45,000-barrels-per-stream-day refinery in Woods Cross.

"HollyFrontier's second quarter reflects our ability to take advantage of both location and quality discounts in the crude oil markets," George Damiris, president and CEO, said in announcing the results. "Within our lubricants business, healthy finished product demand and our integrated business model are generating consistent earnings despite a weak base oil market. Going into the second half of the year, we expect the macro environment to remain very positive and look forward to finishing the year strong."



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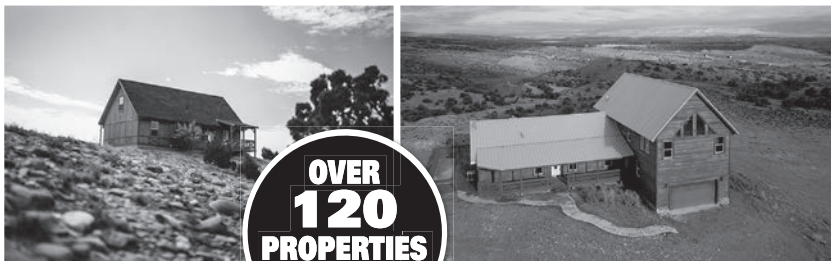
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ZAKARIA

from page 14

and GPS, both technologies developed by the U.S. government? The next wave of massive investment in science and technology is indeed taking place — but in China.

And then there is the rising backlash to technology. We are in a very different world than just five years ago. Technology companies are increasingly seen as having monopoly or oligopoly power, crushing competition, ransacking consumer data and then profiting from it, intruding on

privacy and being part of an elite that is utterly divorced from the rest of society. The best evidence for this is that Trump, who does have good instincts for where and when to pander, has taken to tweeting against the tech giants with regularity.

Despite the Trump freak show, we are living in peaceful and prosperous times. But beneath the surface, there are currents that could disrupt the calm, especially for the United States.

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

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CALENDAR

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Oct. 10-11

Utah Industrial, Construction & Plant Maintenance Expo. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Details are at icpmexpo.com.

Oct. 10-12

Western Region Credit Conference, hosted by NACM Business Credit Services. Event is a gathering of credit managers, analysts, collectors and finance

managers from throughout the West to learn, grow professionally and to enhance job performance and career advancement. Location is Hilton Downtown SLC, 255 S. West Temple, Salt Lake City. Cost is \$495 for NACM members for the full conference, \$595 for nonmembers. Details are at nacmwrcc.org.

Oct. 10, 8 a.m.-5 p.m.

"The Effective and Legal Manager," part of the Frontline Leader Workshop Series for new and emerging leaders, presented by Salt Lake Community College Workforce. Location is Salt Lake Community College's Miller Campus, Miller Corporate Partnership Center, Building 5, 9750 S. 300 W., Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

Oct. 10, 11:30 a.m.-1 p.m.

LinkedIn Luncheon, a Utah Valley Chamber event featuring networking and a presentation by Kate Bowcut, the chamber's business development executive, on how to improve a LinkedIn profile. Location to be announced. Details are at thechamber.org.

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

WIB Luncheon, a Davis Chamber of Commerce event. Location is Lagoon, 375 N. Lagoon Drive, Farmington. Cost is \$15 for members, \$20 for walk-ins. Details are at davischamberofcommerce.com.

Oct. 11, noon

"Crowdfunding Your Next Product," a Silicon Slopes panel discussion event. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Oct. 11, 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>.

Oct. 11, 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>.

Oct. 11, 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>.

Oct. 12, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Aimee Winder-Newton, Salt Lake County councilwoman. Location is Mimi's Café, 5223 S. State St., Murray. Free (pay if ordering from the menu). Open to everyone. Details are at murraychamber.org.

Oct. 12, 7:45-9 a.m.

Women in Business

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