

## OF NOTE

### Walmart shopping at home

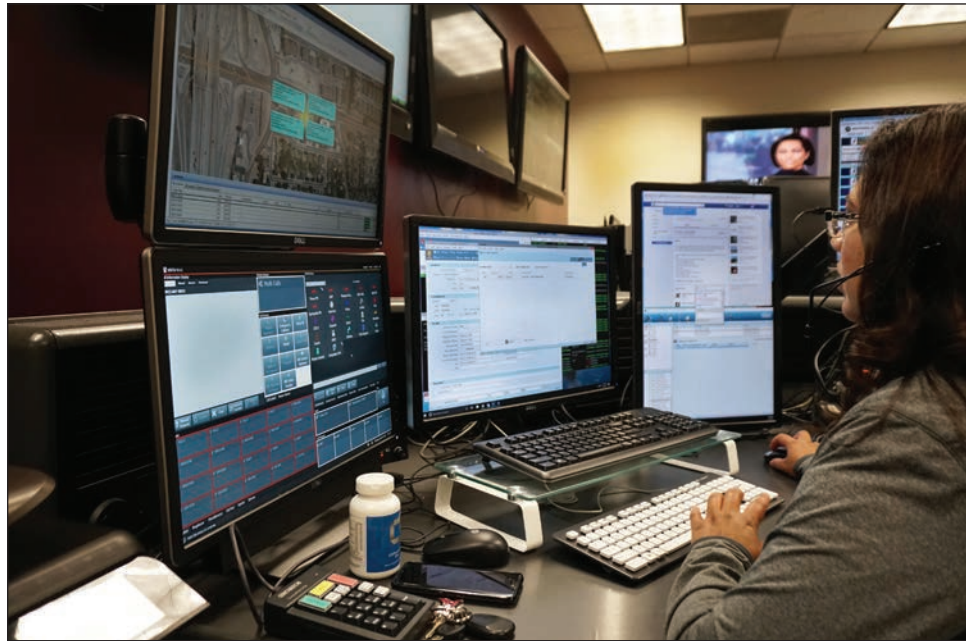
Now, Walmart customers in American Fork will have to spend only a few minutes in the store to do their weekly shopping. The store has installed the state's first pickup tower where online shoppers can buzz in and buzz out with purchases that a store employee has already assembled and loaded into the gadget. The customers just swipe a bar code sent to their smartphones to access their orders.



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Emergency 911 operators can better guide responders during an active-assault situation at a workplace if employees can remain calm and provide the operators with information about the building, the assailant and other details, a speaker told an audience at the recent Employers Summit in Salt Lake City.

## Information increases survival rate in active-shooter situation

**Brice Wallace**  
*The Enterprise*

If an armed man or woman intent on inflicting harm enters a workplace or business, among the defenses available to those inside is being armed with information.

Knowing such basic things as all the possible exit routes, places to hide and even ways to hide can increase those people's chances of survival, Christopher A. Knight

said at the recent Employers Summit, an Employers Council event in Salt Lake City.

Knight, chief of program management and implementations at Priority Dispatch Corp. in Salt Lake City, said companies and organizations can better ensure the safety of their people with planning and preparation in the rare event of an active shooter or assault situation.

see SHOOTER page 2

## Rosy job market still bolstering Utah confidence

Despite a mild uptick in concern over their paychecks keeping up with increased prices, Utah consumers continue to feel fine about their financial future. The Zions Bank Utah Consumer Attitude Index (CAI) increased 1.4 points to 114.9 in August. The CAI stayed about level with a year ago when it measured 115.

By comparison, the national Consumer Confidence Index increased 5.5 points to 133.4 in August and is 10.5 points higher than what was reported in August 2017.

The Utah Present Situation Index increased 6.3 points in August to 130.3, which represents the fourth time that this index has exceeded 130 since Zions Bank began tracking consumer attitudes across Utah in 2011. Utahns are most confident about the employment outlook, with a record-low 8.5 percent of Utahns indicating jobs are hard to get. Additionally, Utahns' assessment of general business conditions has held steady for the past 12 months.

"Utahns are optimistic about Utah's rapid job growth," said Scott Anderson, Zions Bank president and CEO. "The perception is that jobs generally are plentiful and this contributes to a positive economic outlook throughout the state. The key challenge going forward will be to manage the

see CAI page 15

## Utah, Mexican state sign energy export agreement

Utah's Governor's Office of Energy Development (OED) has signed an agreement with the Mexican state of Baja California's Ministry of Economic Development to promote collaboration in advancing infrastructure, technology and global market access for Utah's energy resources.

"Utah's strong economic focus, consistent policy landscape and diverse natural energy resource mix has positioned us to become a global powerhouse for energy exports," said Laura Nelson, the governor's energy advisor. "As the world's demand for energy continues to rise, Utah's

unparalleled resources can play a key role in helping the world realize greater energy security, which will also serve to strengthen our rural communities at home."

"We thank the Governor's Office of Energy Development for all the previous work that has led us to this moment in which we can sign a memorandum of understanding that will set the basis for a close binational collaboration for the benefit of both entities," said Carlo Bonfante, secretary of economic development for Baja California.

The signing took place at the Port of

Ensenada as part of an OED-led stakeholder visit to explore transport options from the U.S. border in San Diego to the port terminal roughly 65 miles south. The port registers as one of the most commercially dynamic exchange locations in the world, with connections to 64 ports in 28 countries, OED said. In the coming years, the port is set to expand to El Sauzal, five miles north, creating potential for greater export opportunities for Utah's commodities.

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## SHOOTER

from page 1

"It's really ratcheted up lately," Knight said of such events. "I can tell you, law enforcement organizations are prepared for an active shooter situation, so if you can be prepared at your organization, it will really benefit you."

Knight explained how companies can prepare before an event and how they can better help emergency 911 dispatchers with solid, accurate information during one. Knight briefed the audience about the mindset of a typical assailant, who sometimes is a co-worker who displays warning signs prior to taking a gun into the workplace. Those warning signs can include increasingly negative and/or pessimistic thinking; mentioning or admiring previous attacks; disruptive, unproductive and/or unsafe behaviors; and believing in conspiracy theories. A common red flag is the person feeling they are in a dead-end position at work, unlikely to get a promotion they believe they deserve.

And while assailant events often occur in response to a "trigger," Knight cautioned that "people don't just snap. They don't wake up in the morning and say, 'I'm going to be an active shooter at this particular location today.'

It doesn't happen. It builds up. They plan it."

Knight said that while active assailant incidents are "very, very, very infrequent," employers and employees need to realize that statistics indicate that they are more likely to occur in a commercial setting than in schools. That is among many myths about such events, with others being that assailants are always young males with a gun.

Some more-tangible preparation focused on information is having workers know all of the entrances and exits at their workplace building. His company has 200 employees in a nine-story building and conducts annual active-assailant training.

"If you have an active shooter situation in your building, what if he or she is coming through the front door and up your main steps? Where are people going to go, right? And it's way, way, way too late to try to figure out how to get out of the building if you don't know that beforehand," Knight said.

Workers also need to know the steps to take to increase their chances of survival during an event. They need to understand a "run, hide, fight" strategy and realize that "hiding in plain sight" is actually more dangerous than evacuating the building or "locking down" inside it by turning

off lights, locking or barricading doors and staying out of the assailant's line of sight.

"If that door is locked, they're not going to stop and try to get the door open," Knight said. "They're going to move on to the next target."

During an attack, employees also should try, even in the obviously intense situation, to remain calm and provide emergency 911 operators with as much relevant information as possible. Those operators are trained to gather information about the numbers and types of weapons, the type of body armor the assailant is wearing, the numbers and locations of victims/hostages, the type of vehicle used by the assailant, how many people are typically in the building, and which doors can be locked or typically are locked.

All of that information is helpful, Knight said, because responders have "no clue" about the building they will enter and the people inside it.

Preparing for assailant situations, having a lockdown and evacuation plan and training employees can save lives, Knight said, but he also noted a positive byproduct.

"We get so much good feedback on it," he said of his company's annual training. "Why is that? Because people know we're taking care of them."

## Smith's stores bagging plastic

Smith's Food & Drug Stores has announced a plan to phase out the use of single-use plastic bags and transition to reusable bags across its stores by 2025.

"As part of our Zero Hunger/Zero Waste commitment, we are phasing out use-once, throw-it-away plastic bags and transitioning to reusable bags in our stores by 2025," said Kenny Kimball, president of Smith's Food & Drug Stores. "It's a bold move that will better protect our planet for future generations."

Smith's said in a release that

some estimates suggest that 100 billion single-use plastic bags are thrown away in the U.S. every year. Currently, less than 5 percent of plastic bags are recycled annually in America and single-use plastic bags are the fifth-most-common single-use plastic found in the environment by magnitude.

Smith's and its parent company, Kroger, will solicit customer feedback and work with non-government agencies and community partners to ensure a responsible transition.

## Sandy Chamber launches program

The Sandy Area Chamber of Commerce has partnered with Key Bank to sponsor a program aimed at helping existing business owners prepare for growth. Called the Business Accelerator Academy, it is a hands-on program that provides the knowledge to create and manage a customized, three-year strategic growth plan. The program is funded by a \$120,000 foundational community impact grant made by KeyBank to the Sandy Chamber Economic Development Foundation.

As the signature program of the Sandy Chamber Business Institute, the KeyBank Business Accelerator Academy provides practical business education, a supportive business network and access to capital and contracting

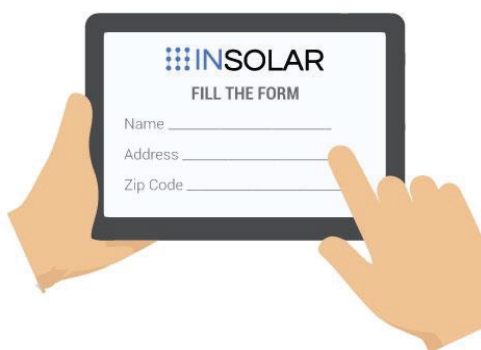
for companies, the organization said in a release. The chamber has partnered with Boston-based Interise, a business education company, to offer a curriculum that will be taught by a professional business instructor.

"Small businesses are the foundation of our economy and our local business community, yet there are relatively few resources available to help established small-business owners learn and connect with each other," said Greg Summerhays, president and CEO of the Sandy Area Chamber of Commerce. "We are proud to launch a program to help fill this void by offering small-business owners courses, mentoring and peer-to-peer learning to help their businesses grow and thrive."

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## Gardner report: Utah's life sciences industry brings huge economic impact to state

A total of 130,439 jobs, \$7.6 billion in personal income and 13 billion in gross domestic product (GDP) — that's a lot of economic impact. But that's what a new study from the Kem C. Gardner Policy Institute at the University of Utah says Utah's life sciences industry meant to the state last year.

The research, released last week, defines which companies are part of the industry and support scientific advancement — mostly related to healthcare. Life sciences companies are involved in producing and marketing things such as medical devices, drugs, lab testing and diagnostics.

"The Gardner Policy Institute is pleased to share our findings about Utah's nationally recognized life sciences industry," said Levi Pace, senior research economist at the institute and lead author of the study. "Years of strong growth have made life sciences a vital strategic sector as we anticipate tomorrow's economic opportunities."

The "Economic Impacts of Utah's Life Sciences Industry" report is the first comprehensive economic impact study of the industry performed in the state, the institute said. The study will be used as a baseline for future studies and updates in order to track the progress of the life sciences industry.

The study found that compa-

nies within the industry directly and indirectly contribute 5.9 percent of the state's personal income and 7.9 percent of its GDP. The industry provides employment with 40 percent to 50 percent higher average pay than Utah's average salary. It also directly and indirectly supports 6.7 percent of the state's employment.

From 2012 to 2017, Utah's life science industry had the largest job growth among the 20 states with the largest life science industries, according to the study. It also shows that the industry's job growth rate has been consistently high over the past 15 years, growing by 14 percent from 2002 to 2007. The rate held steady during the Great Recession and then skyrocketed to 26 percent over the past five years.

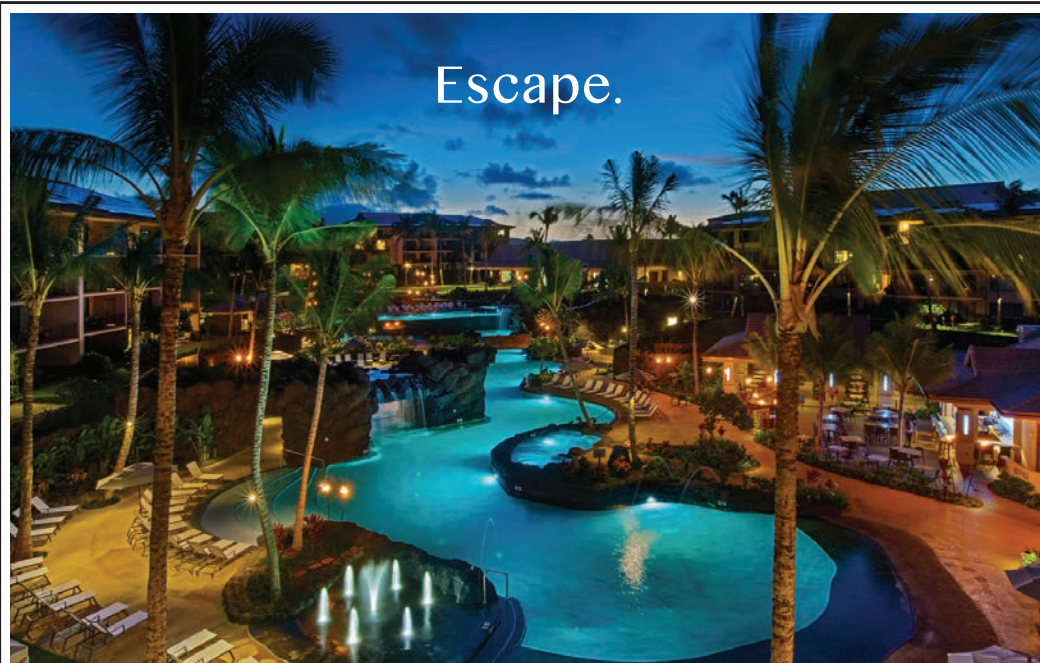
"Utah already has the fastest pace of job growth in the nation and life sciences is growing at a rate even faster than that," said Juliette Tennert, director of economic and public policy research at the Gardner Policy Institute. "The industry represents quality economic growth through its innovation, exports and high-paying employment."

The full report can be seen at <http://gardner.utah.edu/wp-content/uploads/Aug2018-LifeSciences-Report.pdf>.



## Dealertrack DMS relocating

*Dealertrack, a New Hyde Park, New York-based developer and marketer of automobile dealership software, is moving its Utah operations to a new 112,000-square-foot building in Draper. Located at 13705 S. 200 W., the facility will be the home to the company's Dealer Management Solutions division, which will employ over 500 people — mostly software engineers and support staff — who will start occupying the offices in February. Dealertrack DMS will share parts of the building with teams from other brands owned by Cox Automotive, its parent company. In its effort to attract and retain top talent, Dealertrack has included state-of-the-art amenities in the new facility, including dedicated meditation rooms, an on-site gym, open collaboration spaces, game rooms with gaming systems on each floor, on-site electric vehicle charging stations and other attractive features, the company said. Dealertrack has offices throughout the United States and employs more than 3,900.*



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# Looking for better engagement from your employees? Try gamification

It's Thursday, 5:30 a.m., and I'm two miles west of Roswell, New Mexico. I'm 868 miles into my twentieth bicycle journey across the United States. The sweat is dripping off my face onto the concrete floor of my basement gym. Yes, I'm in my home in Utah — and I'm also just outside Roswell.

You see, I know that to stay healthy, I need regular exercise.

My problem is that I really don't enjoy exercising. What I do enjoy is achieving big goals — like riding my bike across America. So, nearly every day, I ride. Some days, just a mile or two; on others, it may be as much as 30.

I record my mileage on roadmaps that I've mounted on my basement walls. Amazingly, I have biked over 50,000 miles in the past 25 years, crisscrossing the U.S.

I doubt I will ever say that I love biking (especially in the confines of my basement). I'm not even particularly motivated by the health benefits I'm enjoying, although I'm glad to have them. What is highly motivating is the visual scorecard my maps provide and the cumulative achievement they represent. The maps keep me engaged!

My commitment to the consistent engagement required for my exercise program is significantly enhanced by "gamifying"

an otherwise unappealing task. Behavioral scientists have learned that "gamification," when applied properly, can also be used to improve employee engagement in our businesses.

Gamification is defined as "the application of typical elements of game playing (point scoring, competition with others, etc.) to other areas of activity." Gamification is exciting because it makes the hard stuff in life fun!

Gamifying is understanding your key performance indicators (KPIs), and regularly and continuously tracking them in a way that is meaningful to your team. Here's how one of my manufacturing clients gamified a program for cleaning up and organizing his plant floor to eliminate significant wasted time and money:

The initial effort to bring order to things was huge, and when it was done, the CEO recognized that no one was anxious to exert the daily effort to maintain the improvements made. After considerable discussion, the executive team tried increasing motivation using a clever daily scorecard: a diagram of the plant floor overlaid on a whiteboard in a prominent area of their facility. This schematic showed each workstation to be evaluated by management.

Daily, each workstation deemed to be well maintained

received a green sticker. If that workstation received green stickers every day for a month, an award was given to all team members for that station. Initially, these awards were as simple as candy bars or T-shirts; if they remained consistent over the long haul, gifts might be as much as a \$25 gift card. Ultimately, a few teams even received plaques for consistent performance over a year or more. These they proudly mounted in their work areas.

If a workstation didn't pass muster on daily inspections, managers posted a yellow or red sticker on the whiteboard diagram. A yellow sticker was a warning that immediate improvement was required. If poor maintenance persisted over more than 24 hours, a red sticker was posted. That triggered a visit from management to determine the nature of the problem causing performance to slip. Employees were apprised that three red stickers could result in termination.

Initially, employees greeted the program with cynicism, and even a bit of fear. However, as workstations began to organize to assure that daily maintenance actions were performed, they started to enjoy the game.

Soon, they were taking pride in their work areas and a friendly competitive spirit emerged. Each team strived to assure that there was no break in their "green-sticker days." This even manifested it-

self in onboarding new employees. When a newcomer joined a workstation team, teammates quickly let them know that they needed to carry their share of responsibility for workstation maintenance.

Notice the ways that gamification focused employee engagement for my client:

- Feedback was regular and continuous, reinforcing the importance of the desired behaviors.
- Performance and its associated scorekeeping were made highly visible.
- Managerial recognition reg-

ularly drew attention to desired outcomes and their associated rewards.

• Undesirable tasks were transformed into attractive and fun processes in the business.

As leaders, we have the continuous challenge of engaging our people. Consider gamification as one way of increasing engagement in your business.

Richard Tyson is the founder, principal owner and president of CEO-builder, which provides forums for consulting and coaching to executives in small businesses.



**RICH TYSON**

## Lariat Partners-backed Offen Petroleum buys Overland Petroleum of St. George

St. George-based fuel distributor Overland Petroleum has been purchased by Offen Petroleum, an independent fuel distributor based in Commerce City, Colorado. Offen is a portfolio company of Lariat Partners, a Denver-based private equity firm.

Owned and operated by the Snow and Ipson families, Overland Petroleum operates throughout the Rocky Mountain region. In recent years, Overland has focused its growth by delivering branded fuel to independent convenience retailers, Offen said in a recent press release. Overland primarily distributes the Sinclair brand but also offers Conoco, Phillips 66 and the brands licensed by Andeavor. In addition to relationships, Overland distributes wholesale gasoline and diesel fuel to unbranded fuel retailers and commercial. Overland owns its own fleet of tankers and currently operates in Utah, Arizona, Nevada, Idaho, Colorado, Wyoming, Montana and New Mexico.

Offen is a provider of motor fuel, lubricants and petroleum lo-

gistics services in Colorado and 12 surrounding states. The combination creates one of the largest fuel distributors in the Greater Rocky Mountain region and will operate as Offen Petroleum, according to Offen.

The transaction is expected to be completed in the third quarter upon completion of regulatory and closing conditions.

"As leaders in our core markets, the combination creates a stronger company, better able to optimize the utilization of our fleet assets and expand upon our supplier relationships as we continue to efficiently serve our valued customers," said Bill Gallagher, CEO of Offen Petroleum. "I am pleased that Darin Snow and Danny Ipson will be joining our expanded leadership team. Further, with a team of 100-plus experienced drivers combined with our longstanding supply relationships, modern fleet, scalable processes and systems and best-in-class team, we will continue to safely deliver superior levels of customer service and a full slate of motor fuel product offering."

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# Business Tech

## Virtualization may be answer to economical and efficient IT

Implementing a virtualization strategy in your business could yield many benefits. Virtualization is the process of utilizing specific software to create a virtual environment, such as virtual servers, desktops and networks. If you are interested in reducing IT expenses while increasing efficiency, virtualization is an effective strategy to implement. Here are six reasons to virtualize your business today:



DAVID BLACK

### Increased agility for your business

By virtualizing your business, you gain the ability to do much more with much less. By upgrading your infrastructure and processes, your company will gain the capability to respond quicker to the ever-changing business needs. By employing virtualization, your business can amass network resources to keep up with the increasing user demands, while reducing operational costs. Virtualization allows your business to accommodate change quickly at a lower cost by maximizing your current resources.

### Better disaster recovery

Virtualization improves disaster recovery by eliminating the need to rebuild servers when they go down and the need to keep a bench stock of replacement hardware. Having virtual servers in place drastically reduces the recovery time and, as we all know, time equals money. What would normally take a few days can be accomplished within a few hours because there is no need to rebuild any servers, operating systems or applications separately, as everything exists somewhere else and can be returned online. With a virtual server, you also gain the ability to test your disaster recovery on the virtual image without disrupting operations. Improved uptime

When you pool several servers for virtualization, you end up with a supercomputer, so to speak. If one of the virtual servers goes down, there is no effect on the remaining virtual servers and they continue to operate as normal. Virtual servers also offer more benefits than a traditional server, such as fault tolerance, distributed resource scheduling, live migration and storage migration. These features allow virtual

machines to recover quickly from unplanned outages.

### Application longevity

If your business has any legacy applications which run on prehistoric PCs, these applications and their environments can be preserved and maintained through virtualization. Most legacy applications do not run on modern operating systems or hardware. More than likely, they are not even supported by the originating company. When you take these applications and go virtual, you segregate them from the modern software and hardware, that isn't compatible.

Isolated and secure applications

With physical servers, applications and servers are typically paired one-for-one to isolate applications. While this is an effective way to keep your applications segregated, it is not efficient, by any standards. This sprawl of physical servers not only requires a lot of space, but it also demands a lot of resources. With virtualization, applications can be isolated on multiple virtual machines across many fewer physical servers. Think of it like having your Thanksgiving dinner on a school lunch tray with single, serving compartments rather than having a single plate for each different food item, much like my children, who can't fathom the idea of their green beans touching their potatoes — the horror. If malware happens to find its way into one of your applications, you don't want it spilling over and touching any other application on your network.

### Reduced resource consumption

Reducing your physical footprint by migrating to virtual machines, you consolidate onto fewer servers. This drastically lowers your cooling and power costs, which frees up funding to be spend elsewhere. Server consolidation can reduce your energy costs by up to 80 percent, according to cloud computing company VMware. The reduced number of physical servers also opens more real estate in your office.

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

# CORPORATE FINANCIAL REPORTS

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

### Sportsman's Warehouse

Sportsman's Warehouse Holdings Inc., based in Midvale, reported net income of \$6.6 million, or 15 cents per share, for the fiscal second quarter ended Aug. 4. That compares with \$6.6 million, or 15 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$203.3 million, up from \$191.5 million in the year-earlier quarter.

Sportsman's Warehouse is an outdoor sporting goods retailer.

"We are pleased with our second-quarter performance as our top-line results were in line with expectations, including a comparable sales increase of 0.2 percent, and bottom-line results were a penny above our outlook, driven

by our better-than-expected gross margins," Jon Barker, CEO, said in announcing the results.

"We made good progress on the priorities we set at the start of the year, including our omnichannel strategy of store growth and e-commerce investment, customer acquisition and engagement and merchandising assortment. These strategic growth initiatives — combined with our convenient shopping experience, breadth of assortment and category expertise — are fueling continued market share gains as we focus on enhancing our competitive positioning."

### Myriad Genetics

Myriad Genetics Inc., based in Salt Lake City, reported net income of \$13.1 million, or 18 cents per share, for the fiscal fourth quarter ended June 30. That compares with \$12.3 million, or 18

cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$200.9 million, up from \$199.6 million in the year-earlier period.

For the full fiscal year, the company reported net income of \$131 million, or \$1.82 per share, on revenue of \$772.6 million. That compares with \$20.5 million, or 30 cents per share, on revenue of \$769.9 million for the prior fiscal year.

Myriad Genetics is a personalized medicine company that discovers and commercializes molecular diagnostic tests.

"Fiscal year 2018 was an excellent year for Myriad as record-setting growth in new products with increasing reimbursement added to a solid hereditary cancer

see EARNINGS page 11

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# Industry Briefs

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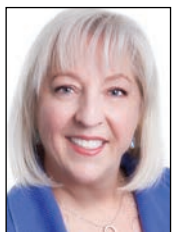
• **Darren Jensen** has been elected to the **Direct Selling Association's** board of directors. Jensen is CEO and president of



**Darren Jensen**

**LifeVantage Corp.**, Salt Lake City. He is one of six new directors elected to the board. DSA is a national trade association that represents the direct selling industry and advocates on behalf of its 200-plus member companies. The board consists of 22 industry leaders who serve as officers and directors, as nominated and elected by their peers. Jensen will serve a three-year term as a board director through 2021. Jensen has been in the industry for nearly 30 years. He was named president and CEO of LifeVantage in 2015.

• **Ronda Landa** has been appointed director of the newly formed **Women's Council at the Ivory Boyer Real Estate Center (IBREC)** at the David



**Ronda Landa**

**Eccles School of Business** at the University of Utah. The council seeks to further the role of women as leaders and active participants in Utah's real estate community. Landa is a sales director at First American Title Co. She also directs business development efforts on behalf of the firm.

• **Salt Lake City** has been selected to host the **68th United Nations Department of Public Information NGO Conference** in 2019. The annual conference attracts 2,000-4,000 representatives from over 300 non-governmental organizations representing more than 80 countries. Each conference focuses on a different UN topic of interest related to the work of civil society and NGOs. The 2019 conference at the Salt Palace Convention Center will be the first time the event is held in the United States outside of New York.

## DIRECT SALES

• **Young Living Essential Oils**, Lehi, has hired **Sarah Bjorgaard** as vice president of beauty essentials. Bjorgaard has 25 years of experience in direct sales in the beauty industry, including



**Sarah Bjorgaard**

leadership roles with companies including **Tastefully Simple**, **Melaleuca** and **Plexus Worldwide**, where she was most recently the vice president of global sales. She also has a background as a professional cosmetologist and served as an independent executive for **Mary Kay Cosmetics** for nearly 15 years.



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## DIVIDENDS

• The board of directors of **Extra Space Storage Inc.**, Salt Lake City, has declared a quarterly dividend of 86 cents per share on the common stock of the company for the third quarter. The dividend is payable Sept. 28 to stockholders of record Sept. 14. The company is a real estate investment trust that owns and/or operates 1,568 self-storage properties.

## ECONOMIC INDICATORS

• **Utah** is ranked second among states in a study focused on how poor credit scores increase car insurance costs. The study from **InsuranceQuotes.com** indicates that Utahns experience premium increases averaging 223 percent when their credit drops from excellent to poor. Only Michigan, at 229 percent, is higher. Unlike the more commonly known consumer credit score, which lenders use to predict how likely a person is to repay a debt, a credit-based insurance score (CBIS) helps insurers know how likely a person is to file a claim, and therefore how great of a risk the person poses. The higher a CBIS, the less likely a person is to file a claim and the lower that person's rate. The state with the smallest premium increase resulting from a credit drop is North Carolina, at 75 percent.

## EDUCATION/TRAINING

• **Weber State University**

will have a grand opening ceremony Sept. 4 from 2-5 p.m. for the new **Health Professions Building**, known as the **Ezekiel R. Jr. & Katherine W. Dumke Center for Interprofessional Education in Healthcare**. The public is invited to tour the building during that time. The Dumke Center's 15,000-square-foot, two-story building provides a space for health professions students to study and learn from peers. Groundbreaking was May 30, 2017, and construction took just over one year to complete. **VCBO Architecture** was the architect/designer. The contractor was **Spindler Construction**. The building has four classrooms, 20 offices, two conference rooms, a student collaboration area and study spaces along the hallways. The facility is also open for local healthcare professionals to lecture, host presentations, stage conferences or conduct research. The first and largest donation for the project came from **Ezekiel R. Dumke Jr. and Katherine W. Dumke**, for whom the building is named.

## EXPANSIONS

• **JJUMPP**, a Lehi-based online presence management platform for small businesses, has announced its expansion to the Australian market. The company now offers its full suite of small-business marketing tools to customers in Australia and the expansion also includes agency and reseller partnership opportunities for Australian-based companies.

## HEALTHCARE

• **Opticare of Utah & Opticare Plus Vision** have named **Camille Williams** as national sales director of Opticare of Utah. Williams will be responsible for new group and association product sales, agent/broker relations, quotes and renewals, and new market and general sales oversight. Williams has more than 20 years of experience, including as a director of business development and working in the employee benefits services industry at National Benefit Services, Spectra Management and HealthEquity. She has an associate's degree in psychology from Salt Lake Community College.



**Camille Williams**

## INSURANCE

• **NFP Corp.**, a Lehi-based insurance broker and consultant that provides employee benefits, property and casualty, retirement and individual private client solu-



**Michael Ongkiko**

tions, has hired **Michael Ongkiko** as a vice president for HR services. Ongkiko will be responsible for overseeing HR services in the West region and promoting those capabilities throughout the market. Ongkiko has more than 20 years of human resource experience in the public and private sector. Prior to NFP, he served as the director of human resources for Salt Lake County. He also spent over five years advising and working closely with elected leaders.

## LAW

• The **Utah Judicial Performance Evaluation Commission (JPEC)** has added four commissioners: **Aden Batar**, **Christine M. Durham**, **Blair Hodson** and **Bridget K. Romano**. They join the independent, 13-member JPEC, established



**Aden Batar**



**Christine Durham**



**Blair Hodson**



**Bridget Romano**

by the Utah Legislature in 2008. It collects and disseminates information about the performance of all judges in Utah. Batar is director of immigration and refugee resettlement at Catholic Community Services of Utah. His appointment is by the Utah Senate. Durham is a retired Supreme Court justice. She was the first woman appointed to Utah's Supreme Court, where she served as a justice for more than 30 years, including service as chief justice, before retiring in 2017. Her appointment is by the Utah Supreme Court. Hodson is executive director of the Rocky Mountain Innocence Center. He has over 10 years of nonprofit experience in operations and development and has a particular interest in the establishment of mutually beneficial partnerships between the private and nonprofit sectors. Hodson's appointment is by the Utah Supreme Court. Romano is assistant division administrator in the Salt Lake

County District Attorney's Civil Division, where her focus is civil litigation. Prior to joining the Salt Lake County District Attorney's Office, she served as chief civil deputy and solicitor general in the Utah Attorney General's Office. Her appointment is by Gov. Gary R. Herbert.

• **Holland & Hart** has hired **Chris Mack** and **Peter Smyth** for its Salt Lake City office. Mack joins as an associate in the firm's



**Chris Mack**



**Peter Smyth**

commercial litigation practice group. He represents clients on commercial and appellate litigation matters. In addition to a pair of judicial clerkships, he was a judicial intern to Judge Evelyn J. Furse of the U.S. District Court in Utah, clerked with the U.S. Attorney's Office, and worked in Washington, D.C., as a law clerk on U.S. Sen. Orrin Hatch's Senate Judiciary Committee. He earned his law degree from the University of Utah S.J. Quinney College of Law and his bachelor's degree from Utah Valley University. Smyth has joined as an associate in the firm's tax practice group. He practices in the areas of estate and wealth transfer planning, federal taxation, trust and estate litigation, and Utah state and local taxes. He also works with the trust and estate litigation group to assist clients in litigating trust and estate disputes. His education includes a bachelor's degree from the University of Utah.

## OUTDOOR PRODUCTS/ RECREATION/SPORTS

• **Solitude Mountain Resort** and **Brighton Resort** have been added as resorts available to **Ikon Pass** holders. Pass holders now will have access to nearly 10,000 acres of terrain in Utah at Deer Valley Resort, Alta, Snowbird, Solitude Mountain Resort and Brighton Resort — the most terrain offered in Utah on any season pass. The Ikon Pass can be used at 29 destinations in nine states, four Canadian provinces and two continents, offering 66,000 skiable acres.

## REAL ESTATE

• **Mountain West Commercial Real Estate** has opened

see BRIEFS next page

# Industry Briefs

## from previous page

an office at 2314 Washington Blvd., Ogden. Mountain West shareholder **Mike Medina** will be the office director. Mountain West has four offices in three states. The company said the new office gives it the opportunity to enhance and increase its service platform to better serve Weber/Davis county clients.

- **Rosegate Draper**, a 277-unit age-restricted multifamily property in Draper, has been sold for \$51.35 million to **Kennedy Wilson**, a California-based real estate investment company. **Marcus & Millichap** made the sale announcement. Marcus & Millichap's Shin and Brock Zylstra represented the seller, a local developer and owner, and procured the buyer. Built in 2015, Rosegate Draper is at 14075 S. Bangerter Parkway. The five-story community features one- and two-bedroom units. Kennedy Wilson's portfolio currently includes six multifamily properties in Utah and over \$16 billion in total assets.

- The 11.62-acre **Gateway West Shopping Center** property at 5600 West and 3300 South has been sold by **Sears Holding Corp.** to **APM LLC**. Financial terms were not disclosed. **Mountain West Commercial Real Estate** agents Michelle and Tracy Doong represented the buyer, will be listing the property and will be representing the new landlord to do the leasing. Family-owned APM has been in the shopping center industry for more than 40 years and owns commercial property in five states.



Patricia Christensen

**Award in Law** honor at the 30th annual Leader Luncheon, set for Sept. 7 at the Grand America Hotel in Salt Lake City. The YWCA presents the award to women who have demonstrated their commitment to advancing the well-being of Utah women and girls, and whose work and achievement exemplify the YWCA's mission of eliminating racism; empowering women; and promoting peace, justice, freedom and dignity for all. Christensen is an attorney at Parr Brown Gee &

Loveless, Salt Lake City. She is a founding member, past president and current board member of Women Lawyers of Utah; a mentor with the Utah State Bar's New Lawyer Training Program; founded and leads a mentoring group for women lawyers; serves or has served as an officer and director of numerous other professional, civic and charitable organizations; has been a lifelong social justice advocate; and is an active member of the Utah Citizens' Council focusing on the impact of economic inequality on society, especially as it affects minorities and women.

- **England Logistics**, a Salt Lake City-based freight brokerage firm, has been ranked on the

**"50 Best Companies to Sell For"** list, compiled by *Selling Power*. It is the England Logistics' second year on the list. To determine rankings, the *Selling Power* research team evaluated applications that focused on three broad categories: compensation and benefits; hiring, sales training and sales enablement; and customer retention.

## SERVICES

- **U-Haul Company of Utah Inc.** has announced that **Quality Building Stone Inc.** has signed on as a U-Haul neighborhood dealer to serve the Bluffdale community. Quality Building Stone, 993 W. 14730 S., will offer U-Haul

trucks, trailers, towing equipment and moving supplies.

## TECHNOLOGY/LIFE SCIENCES

- **BlytzPay**, a Salt Lake City-based financial technology payment company, has named **Darrell Gamble** as chief revenue officer.



Darrell Gamble

Gamble has 25 year of experience in building and empowering SaaS sales teams, most recently serving as the senior vice president of sales at MX.



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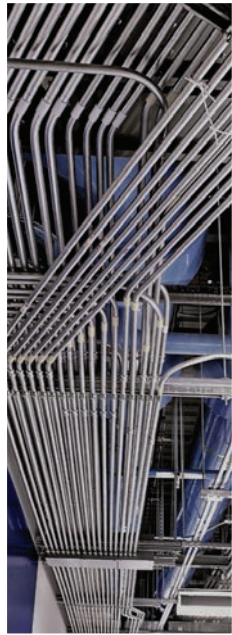
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Wednesday, October 10 -11 am to 6 pm  
Thursday, October 11 -10 am to 4 pm

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## RECOGNITIONS

- **Patricia W. Christensen** will be awarded the YWCA's **2018 Outstanding Achievement**

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# Calendar

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

## Sept. 4-6

**Utah Outdoor Recreation Summit**, featuring keynote speakers, workshops and outdoor activities. Location is Zermatt Resort, 784 W. Resort Drive, Midway. Details are at <https://utahoutdoor-summit.com/>.

## Sept. 4, 11 a.m.-1 p.m.

**Salt Lake Hospitality & Tourism Network Luncheon and Site Tour**. Location is Embassy Suites by Hilton South Jordan Salt Lake City, 10333 South Jordan Gateway, South Jordan. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

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

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

**Annual Meeting 2018**, a Salt Lake Chamber event. Theme is "Swinging for the Fences." Event will feature tributes to the board chair, Chamber Champions and outstanding corporate and community partners. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$65 for members, \$75 for nonmembers. Details are at [slchamber.com](http://slchamber.com)

## Sept. 4, 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 Sara Jones, COO of the Women's Tech Council and CEO of Burbly, will discuss "Inclusive Leadership: How the Best Leaders Build Diverse and Winning Teams." Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at [msanders@uvu.edu](mailto:msanders@uvu.edu) or (801) 863-5354.

## Sept. 5, 7:30-9 a.m.

**Early B.I.R.D. Business Primer**, an Ogden-Weber Chamber of Commerce event. Location is the Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and

first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**"Basic I-9 Compliance,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$130. Details are at [employerscouncil.org](http://employerscouncil.org).

## Sept. 5, 11 a.m.-12:30 p.m.

**"Hours with Expert,"** a West Jordan Chamber of Commerce event. Speaker is Greg Cassat, director of the Business Resource Center at Zions Bank. Location is the West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

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

**"Building Relationships,"** part of the three-part Sales Academy Speaker Series, a Sandy Area Chamber of Commerce event. Speaker is Peggy Larsen, senior vice president of marketing at WCF Insurance. Location is Hale Centre Theatre, 9900 S. Monroe St., Sandy. Other series events are Sept. 19 and Sept. 26. Cost is \$50 for members, \$100 for nonmembers. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

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

## Sept. 6, 11:30 a.m.-1 p.m.

**September Luncheon**, a Murray Area Chamber of Commerce event. Speaker is Shawn Newell. Location is Cottonwood Country Club, 1780 E. Lakewood Drive, Holladay. Cost is \$25 prepaid, \$35 at the door. Details are at [murraychamber.org](http://murraychamber.org).

## Sept. 6, 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>.

## Sept. 7, 7:30 a.m.-3 p.m.

**Inaugural Fall Business Conference**, a ChamberWest event with the theme "Strength of the West: Creating Business Success." Event will feature keynote speakers Thurl Bailey, retired NBA player, broadcast analyst for

the Utah Jazz and University of Utah and singer/songwriter, and Kristen Cox, executive director of the Utah Governor's Office of Management and Budget; 12 breakout sessions; vendor tables and information speed rounds. Breakout session topics include "How to Obtain Financing," "Recruiting, Retaining and Motivating Employees in a Competitive Market," "Securing Wealth by Mitigating Risk with Captive Insurance" and "10 Key Utah Employment Rules." Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$125. Details are at [www.chamberwest.com](http://www.chamberwest.com).

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

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Tom Aalders, 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](http://murraychamber.org).

## Sept. 7, 7:30 a.m.-1 p.m.

**"Step Away & Recharge: Business Owner's Half-Day Retreat,"** a Salt Lake Chamber event featuring a brief guided yoga session and will continue with a series of workshops, a nature walk and lunch. Location is Camp Kostopolos, 4180 E. Emigration Canyon Road, Salt Lake City. Cost is \$40. Details are at [slchamber.com](http://slchamber.com).

## Sept. 7, 8 a.m.

**Silicon Slopes Breakfast** with Blake Murray, CEO of Divvy. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## Sept. 7, 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/>.

## Sept. 7, 8-10 a.m.

**Friday Forum**, a Utah Valley Chamber event. Speaker Win Jeanfreau, director of the Business Resource Center at Utah Valley University, will discuss the university's Executive Education. Location is Utah Valley University Business Resource Center, 815 W. 1250 S., Orem. Details are at [the-chamber.org](http://the-chamber.org).

## Sept. 7, 8 a.m.-noon

**"Introduction to Human**

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

## Sept. 7, 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>.

## Sept. 7, noon-1 p.m.

**Tech Ridge Development**, a Silicon Slopes event. Isaac Barlow, CEO of Busy Busy, will discuss plans for the Tech Ridge development in St. George. Location is Dixie Tech, 610 S. Tech Ridge Drive, St. George. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## Sept. 8, 8 a.m.-5:30 p.m.

**"Blockchain Saturday,"** a Silicon Slopes event featuring speakers sharing insights and experiences on blockchain security and identity, blockchain in the enterprise, entrepreneurial opportunities and ICOs, and more. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Free. Details are at <https://www.azureblockchainsaturday.com/>.

## Sept. 11, 7:15-9 a.m.

**ACG Utah Breakfast Meeting**. Networking begins at 7:15 a.m., with breakfast and speaker at 7:45 a.m. Speaker is Crystal Maggelet, CEO of FJ Management Inc. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at <https://www.acg.org/utah/events/september-11-breakfast-meeting-crystal-maggelet> or by contacting Linda Blake at [linda@acgutah.org](mailto:linda@acgutah.org) or (801) 359-8613.

## Sept. 11, 9 a.m.-2 p.m.

**Employer Workshop**, focusing on hiring and retaining people with disabilities, network with specialists and get resources. Location is Division of Services for the Blind and Visually Impaired, Conference Room, 250 N. 1950 W., Salt Lake City. Registration deadline is Sept. 4. Details are available by contacting Thomas Smith at (801) 887-0282 or [thomassmith@utah.gov](mailto:thomassmith@utah.gov).

## Sept. 11, 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](http://westjordanchamber.com).

## Sept. 11, 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 Brian Fruit, managing partner of Lizard Skins, will discuss "The Lizard Skins Story." Location is UVU, 800 W. University Parkway, Science Building, Room 134, Orem. Free. Details are available by contacting Meagan Sanders at [msanders@uvu.edu](mailto:msanders@uvu.edu) or (801) 863-5354.

## Sept. 11, 5:30-7:30 p.m.

**Business After Hours**, a Holladay Chamber of Commerce event. Location to be announced. Details are at [holladaychamber.com](http://holladaychamber.com).

## Sept. 12, 8-9:30 a.m.

**"Unemployment Insurance: Understanding your Rights and Responsibilities as an Employer,"** a Utah Department of Workforce Services "Better Your Business" breakfast seminar. Presenter is Wade Nielsen, UI program specialist for the Department of Workforce Services. Location is South County Employment Center, 5735 S. Redwood Road, Room 114, Taylorsville. Free. RSPVs can be completed by emailing Jenny Jones at [jenjones@utah.gov](mailto:jenjones@utah.gov).

## Sept. 12, 8 a.m.-5 p.m.

**"Effective Interpersonal Communication for Business Professionals,"** 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. Another course in the series is Oct. 10. Cost is \$250 per course. Details are at <http://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

## Sept. 12, 8:30 a.m.

**"Legal Breakfast Briefing Series: Top 10 Mistakes Employers Make When Terminating Employees,"** an Employers Council event.

**CALENDAR**

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Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$99. Details are at [employerscouncil.org](http://employerscouncil.org).

**Sept. 12, 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 the-chamber.org.

**Sept. 12, noon-1 p.m.**

**SBIR-STTR 101 In-Person Workshop**, presented by USTAR's SBIR Center. Location is Salt Lake Community College's Miller Campus, Corporate Partnership Center, Building 5, Room 330, 9690 S. 300 W., Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

**Sept. 12, 1-2:30 p.m.**

**"The State of Startups and Tech in Cache Valley,"** a Silicon Slopes event. Speakers are Mel Torrie, CEO and founder of Autonomous Solutions Inc.; Nathan Millecam, CEO and founder of Electric Power Systems; Tyler Tolson, CEO and founder of Denik; and Nathan Ruben, CEO and co-founder of SmartBeat. Location is Vivint Smarhome, 1400 N. 635 E., Logan. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

**Sept. 12, 3-5 p.m.**

**"Starting Your Business 101,"** a Salt Lake Small Business Development Center (SBDC) event. Location is Corporate Partnership Center, MCPC 110, 9690 S. 300 W., Sandy. Details are at <https://utahsbdc.org/trainings>.

**Sept. 12, 4-6 p.m.**

**"SSL Brews Up a New Downtown,"** a ULI (Urban Land Institute) Utah event featuring a walking tour of downtown South Salt Lake. Sharen Hauri, urban design director for South Salt Lake, will discuss the vision for the city. Derek Dyer, director of the Utah Arts Alliance and manager of the Art Factory, will discuss his involvement in the Creative Industry Zone Plan. Event begins at Sugar House Distillery, 2212 S. West Temple, Salt Lake City, and ends at Shades of Pale Brewery, 154 W. Utopia Ave., Salt Lake City. Cost is \$35 for ULI members, \$50 for nonmembers. Details are at <https://utah.uli.org/events/>.

**Sept. 12, 5-7 p.m.**

**Business After Hours**, a Ogden-Weber Chamber of Commerce networking event. Location is Wing Wah Restaurant, 465 12th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Sept. 13, 11:30 a.m.-1 p.m.**

**Lunch and Learn**, a Murray Area Chamber of Commerce event. Location is Dixon Security Cameras, 3767 S. Secord St., Suite A, Salt Lake City. Cost is \$10 (RSVP required). Details are at [murraychamber.org](http://murraychamber.org).

**Sept. 13, 5 p.m.**

**Business After Hours**, a South Salt Lake Chamber of Commerce event. Location is SLICE (Salt Lake Institute of Culinary Education), 1484 S. State St., Salt Lake City. Other details to be announced.

**Sept. 13, 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>.

**Sept. 13, 5:30-7:30 p.m.**

**Multi-Chamber Business After Hours**, presented by the Sandy Area, Murray Area and West Jordan chambers of commerce and ChamberWest. Location is the Cliff Lodge, 9320 Cliff Lodge Drive, Snowbird. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

**Sept. 13, 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>.

**Sept. 13, 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>.

**Sept. 14, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Michelle Quist, candidate for Salt Lake County Council. 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](http://murraychamber.org).

**Sept. 14, 7:45-9 a.m.**

**Women in Business Networking**, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, bottom-floor atrium, 2380 Washington

Blvd., Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

**Sept. 14, 8-10 a.m.**

**Foreign Corrupt Practices Act Workshop**, presented by Holland & Hart and co-sponsored by the U.S. Commercial Service's Utah office, World Trade Center Utah and the Utah Manufacturers Association. Speakers are Mike Koehler, known as "The FCPA Professor," and Jason Prince, partner at Holland & Hart. Location is Holland & Hart, 222 S. Main St., Salt Lake City. Free. Details are at [wtcutah.com](http://wtcutah.com).

**Sept. 14, 8-11:30 a.m.**

**2018 Utah Angel Workx**, a VentureCapital.org event. The Angel Workx report comprises all the investment activity by Utah's angel groups and early-stage venture firms. Speakers to be announced. Location is Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Cost is \$45. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

**Sept. 14, 8:30-11:30 a.m.**

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

**Sept. 14, noon**

**Silicon Slopes Town Hall**, featuring Paul Allen, CEO of Soar.com. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

**Sept. 17-21**

**Official State Trade Mission to Taiwan and South Korea**, a World Trade Center Utah event, in partnership with the Governor's Office of Economic Development, and led by Gov. Gary Herbert. Details are at <http://wtcutah.com/trade-missions/taiwan-south-korea-2018/>.

**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](http://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 discuss 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 [wtcutah.com](http://wtcutah.com).

**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](http://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.**

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

**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](http://slchamber.com).

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

**Fall 2018 Silicon Slopes Lecture Series** at Utah Val-

ley 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](mailto: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 SCO/CISO. Location is Silicon Slopes, 2600 W. Executive Parkway, No. 140, Lehi. Free. Details are at [utahtech.org](http://utahtech.org).

**Sept. 19-Oct. 17**

**Small Business Development Seminars**, presented on five consecutive Wednesdays by the city of West Jordan, in conjunction 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 Sept. 10, and "Planning for Growth" on Sept. 17. Location is 8000 S. Redwood Road, West Jordan. Free, but registration is required. Details are at [westjordanchamber.com](http://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](mailto: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](http://utahtech.org).

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## CALENDAR

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### 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](http://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. Other series events are Sept. 5 and Sept. 26. Cost is \$50 for members, \$100 for nonmembers. Registration can be completed at [Eventbrite.com](http://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](http://Eventbrite.com).

### Sept. 20-21

**Product PowerUp and Outdoor Product Showcase.** Event will feature keynote speakers, panel discussions, a show-

case 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](http://www.productpowerup.com).

### Sept. 20-21

**Ninth Annual Utah Business Sustainability Conference,** presented by P3 Utah. Location is University of Utah Guest House, 10 Fort Douglas Blvd., Salt Lake City. Cost is \$95 for P3 members and affiliates, \$135 for nonmembers. Details are at [p3Utah.org](http://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](http://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](http://Eventbrite.com).

### 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 nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### Sept. 20, 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](http://Eventbrite.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](http://slchamber.com/cyber).

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

## EARNINGS

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business and a re-engineered cost structure.” Mark C. Capone, president and CEO, said in announcing the results. “Based upon our operational momentum and the recent completion of the Counsyl acquisition, we are confident in our strategy to transform Myriad into the global leader in personalized medicine.”

### Pluralsight

Pluralsight, based in Farmington, reported a net loss attributable to common shares of \$187.8 million, or 19 cents per share, for the second quarter ended June 30. That compares with \$43.5 million for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$53.6 million, up from \$38.9 million in the year-earlier quarter.

Pluralsight is an enterprise technology learning platform that delivers a unified, end-to-end learning experience for businesses worldwide.

“We completed our IPO process early in the quarter and went on to deliver strong topline growth, as well as year-over-year improvement in operating performance,” Aaron Skonnard, co-founder and CEO, said in announcing the results.

“We continue to disrupt the technology skills development market with a platform that enables industry leaders and their teams to keep up with the rapid pace of technology change and deliver key innovations on time and on budget.”

### LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$3 million, or 21 cents per share, for the fiscal fourth quarter ended June 30. That com-

pares with \$100,000, or 1 cent per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$54 million, up from \$50.6 million in the year-earlier quarter.

For the full fiscal year, the company reported net income of \$5.8 million, or 41 cents per share, on revenue of \$203.2 million. That compares with net income of \$1.6 million, or 11 cents per share, on revenue of \$199.5 million, for the prior fiscal year.

LifeVantage identifies, researches, develops and distributes nutraceutical dietary supplements and skin care products.

“We are very pleased to finish fiscal 2018 on a strong note, exceeding our adjusted-earnings-per-share guidance and reporting accelerated revenue growth both on a year-over-year and a sequential basis,” Darren Jensen, president and CEO, said in announcing the results.

“The initiatives implemented over the last year have driven improved growth and retention of our active members (total active distributors and customers), higher average order sizes, broadened our product portfolio and geographical footprint and put us at the forefront of the technologically driven evolution of network marketing.”

### Profire Energy

Profire Energy Inc., based in Lindon, reported net income of \$1.7 million, or 4 cents per share, for the fiscal quarter ended June 30. That compares with \$1.3 million, or 3 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$11.3 million, up from \$9.5 million in the year-earlier quarter.

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

### Sept. 21, noon

**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](http://siliconslopes.com).

### 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 nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

“We continually seek opportunities that can help further our strategic goals and currently have the resources and balance sheet to make investments that we believe will be beneficial to Profire and its shareholders,” Ryan Oviatt, chief financial officer, said in announcing the results.

“Our management team remains focused on allocating spending to meet market demand and to accelerate growth potential. We have focused our investment in R&D over the past year as we believe the new SIL certification, which allows us to enter new markets that we could not previously serve, and product enhancements will be significant drivers for future growth.”

### ForeverGreen

ForeverGreen Worldwide Corp., based in Lindon, reported a net loss of \$414,179, or 2 cents per share, for the second quarter ended June 30. That compares with a net loss of \$696,414, or 3 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$2.7 million, down from \$4.8 million for the year-earlier quarter.

ForeverGreen produces health products.

“The company has set the foundation for future growth and profitability by improving efficiency and other cost-cutting measures,” Joe Jensen, principal executive officer, said in announcing the results. “We anticipate double-digit monthly sales growth moving forward, with significant operating profitability.”

“With the recent launch of new products, new sales regions and the efficiency of our envelope shipping model, we are convinced the company is on the right path to deliver the appropriate financial metrics required. We anticipate that Q3 and Q4 financials will be substantially improved.”

## Opinion

# More than half of American kids live in homes getting government assistance

Terence Jeffrey is substituting for Veronique de Rugy, who is off this week.

Will they be called "The Welfare Generation?"

Today, they are Americans under 18 years of age growing up in a country where the majority of their peers live in households that take "means-tested assistance" from the government.

In 2016, according to the most recent data from the Census Bureau, there were approximately 73,586,000 people under 18 in the United States, and 38,365,000

of them — or 52.1 percent — resided in households in which one or more persons received benefits from a means-tested government program.

These included the Supplemental Nutrition Assistance Program (food stamps); Medicaid; public housing; Supplemental Security Income; the Special Supplemental Nutrition Program for Women, Infants and Children; Temporary Assistance for Needy Families; and the National School Lunch Program.

The Census Bureau published its data on the number and percentage of persons living in households that received means-tested government assistance in its Current Population Survey Detailed Tables



TERENCE JEFFREY

for Poverty.

Table POV-26 indicates there were approximately 319,911,000 people in the United States in 2016. Of these, 114,793,000 — 35.9 percent — lived "in a household that received means-tested assistance."

That does not mean every person in the household received the aid themselves, only that one or more persons living in the household did.

When examined by age bracket, persons under 18 were the most likely to live in a household receiving means-tested government assistance (52.1 percent), while those 75 and older were least likely (18.8 percent).

But Americans in all the age brackets up to age 44 analyzed by the Census Bureau were more likely to be living in a household that received means-tested government assistance than the overall national rate of 35.9 percent.

For those 18 to 24 years old, the rate was 40.1 percent; for those 25 to 34, it was 36.8 percent; and for those 35 to 44, it was 37.4 percent.

For those 45 to 54, it dropped down to 30.6 percent — below the 35.9 percent overall rate.

But even when the Census Bureau

excluded the school lunch program from its calculations, the percentage of those under 18 who lived in a household receiving means-tested assistance (44.8 percent) exceeded the percentage in any other age bracket.

Twenty years ago, in 1998, according to Census Bureau data, only 36.9 percent of Americans under 18 lived in a household receiving means-tested government assistance. In 2008, the percentage broke 40 percent for the first time. In 2013, it broke 50 percent for the first time.

America has now seen four straight years — 2013, 2014, 2015 and 2016 — during which a majority of those under 18 lived in a household taking means-tested benefits.

The Census Bureau data indicate that people living in intact families are less likely to be on government assistance than people living in broken families. Nonetheless, the government-dependency rate is still high for intact families that have children under 18.

There were approximately 192,838,000 people living in married-couple families in the United States in 2016, according to Table POV-26. Of these, 56,690,000 — or 29.4 percent — lived in households that received means-tested government assistance.

Yet, 41.1 percent of the children under

18 in married-couple families lived in households receiving means-tested assistance (and 34.2 percent received means-tested assistance even when the school lunch program was excluded).

Among children under 18 in families where a male householder was living without a spouse, 64.1 percent were in households on means-tested government assistance (54.8 percent excluding the school lunch program).

Among children under 18 in families where a female householder was living without a spouse, 78.0 percent were in households on means-tested government assistance (69.8 percent excluding the school lunch program).

Among children under 6 years of age living in families where a female householder was living without a spouse, 81.8 percent were in households on means-tested assistance (77.7 percent excluding the school lunch program).

America's prosperity is ultimately and inextricably tied to America's culture. If we want to see the former flourish, the latter must also.

Terence P. Jeffrey is the editor in chief of CNSnews.com.

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# Maybe the civility dialogue should start with my Saturday 'breakfast club'

David Brooks of *The New York Times* and a lady from the NAACP were on PBS news recently discussing civility. Brooks advocated taking the contentious issues, such as abortion, contraception and gay marriage, down to the local level but the NAACP lady said, "No, no, no, keep it at the federal level."

It is easier to lobby Congress than to lobby thousands of local officials. Not only is it a more productive use of time, it is also cost-effective. Only one under-the-table envelope needs to be handed out, rather than thousands.

I was a very good salesman in my day and was taught early on that the best way to get an order was to listen. Claude Love, who I pirated from a competitor, was a master at listening. He taught me that listening to your prospect accomplishes two things: First, it gains trust, and, second, you find out what your prospect's hot button is.

I want you to come to our Saturday "breakfast club" and just sit back and listen. You will observe a bunch of guys who do not listen to what the others are saying. It has become a circus since Trump was elected. Occasionally one guy will tell a joke while the other conservative at the table is talking about his moving experience.

The fundamental premise of democracy is to do what the majority of the citizens want. In order to do that, our elected officials must listen to their constituents. This

leads to a healthy debate, which brings new information and ideas to light.

When certain beliefs are brought up and you disagree with them, it leads to fierce debate. When this happens, you must practice civility.

On the website *Speak Your Peace*, the authors list suggests ways to bring civility to the world: Be agreeable, apologize, give constructive criticism and take responsibility. I will do this at our breakfast club and hope my friends act accordingly.

What our breakfast club needs is a peacemaker. I do not think my wife is a good candidate. She has been on Trump's case since early 2015 and she is right in doing so. Trump is the most uncivil person I have ever known. He thrives on being abrasive and believes this is the way to gain power.

Charlie Crist, a Democrat, was the 44th governor of Florida and is presently serving as a member of the House of Representatives from Florida's 13th District. He is very concerned about incivility in the U.S. He referenced a report by Weber Shandwick and Powell Tate in partnership with KRC Research on the state of civility in America which concludes that incivility has reached "crisis levels." Crist introduced HR400 that declared July 12 as a National Day of Civility.

I have found that it is virtually impossible to change people's minds. After Trump

was elected president, when my Democratic friends criticized Trump, I stood up for him with comments such as, "Give him time," and "Are you sure that the middle class doesn't need a tax cut?"

Donald Trump's lack of experience, wisdom and judgment is detrimental to the future of our country. I will admit, though, that some of the policies he campaigned on have helped the Pembroke family's net worth. The stock market is booming and

businesses recorded record profit growth — over 23 percent — last quarter. But I do fear that Trump could make a serious mistake and the sky will fall.

Lately I have been keeping my mouth shut when it comes to Trump, but I will continue to write about what is right for America.

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



ROBERT PEMBROKE



# Opinion

## Tennessee Senate race will tell Republicans if fealty to Trump is sufficient

George Will is filling in for Fareed Zakaria this week.

The easternmost bit of Tennessee is east of Atlanta, the westernmost bit is west of New Orleans, and all of this horizontal state is the epicenter of 2018 politics. Its U.S. Senate race will reveal whether, for Republicans, fealty to the president is not only necessary but also sufficient, and whether a seasoned, temperate Democrat can be palatable to voters who are distant from the left and right coasts of the country and of today's politics.

If you cobbled together a Republican suited to this year in this state — Donald Trump won 92 of 95 counties when carrying the state by 26 points — the result would resemble Rep. Marsha Blackburn: female, feisty and pleased as Punch with the president. If you asked central casting to find a Democrat with a contrasting political temperament, you would get Phil Bredesen. He is as exciting as oatmeal, which is said to be better for us than bacon.

Pistol-packing Blackburn — a Smith & Wesson .38 is her preferred accoutrement — in 2009 co-sponsored a bill that would have required presidential candidates to prove they are “natural born” citizens, a propitiation of “birthers.” She promises to be

a Trump stalwart, which is dandy if you think congressional Republicans are insufficiently servile. Legislators in lockstep with the president might be — James Madison be damned — what most Tennesseans want.

It is what many congressional Republicans feel duty-bound to be: A Republican congressman (Florida's Ted Yoho) said in defense of a fellow Republican, a committee chairman accused of excessive subservience to the president: “You have to keep in mind who he works for. He works for the president and answers to the president.” This team-loyalty-over-institutional responsibility politics vitiates the separation of powers by reversing Madison's objective: “Ambition must be made to counteract ambition. The interest of the man must be connected with the constitutional rights of the place.”

Both Blackburn and Bredesen have contributed to Tennessee's remarkable success with “entrepreneurial federalism” — luring businesses by not making other states' mistakes. As a state legislator, Blackburn helped stop Bredesen's predecessor as governor, a Republican, from removing Tennessee from the list of nine states without a tax on noninvestment income. As governor (2003-2011), Bredesen reformed TennCare,

removing hundreds of thousands from this state health plan whose runaway costs were making an income tax seem inevitable.

Raised in upstate New York, a physics major at Harvard, he became wealthy from a healthcare company he started in his home. A former two-term mayor of his city and former two-term governor, he is experienced in politics as well as governance, so he stresses local worries (e.g., protecting Tennessee waters from Asian carp) more than national Democrats' current ideological flights of fancy (e.g., rehabilitating socialism's reputation).

Blackburn understandably wants the race nationalized: A vote for Bredesen will make Senate Minority Leader Charles E. Schumer happy. Bredesen says: I expect Democrats to be in the minority. Besides, “I'm a Democrat ... but it's not a religion. I don't believe that if Chuck Schumer gets mad at me I will go to hell automatically.” His problem is that the national Democratic Party — “Abolish ICE!”; “Medicare-for-all!” (and, sotto voce, “no employer-provided health insurance for the 55.7 percent of Americans who have it and like it”) — seems determined to repeat in 2020 its 2016 role in electing today's president. For a while, the Tennessee Democratic Party's website greeted visitors with a militant shout: “Join the resistance.” Now it has a less combative

invitation: “Rebuilding Tennessee Together.”

Speaking after Blackburn, who is 66, at a forum sponsored by business interests, Bredesen made a virtue of the fact that at 74 he would be the oldest freshman senator since World War II: He would be immune to the senatorial disease (presidential dreaming) and he would not board planes to Washington on Monday evenings thinking about reelection. He hopes to be the first Tennessee Democrat elected to the Senate since 1990 (the 42-year-old Al Gore). If elected, Bredesen probably will learn that senators are not a happy cohort and the most miserable are ex-governors, who have known the exhilaration of executive power.

He got many Republicans to vote to make him mayor and then governor, but he has not been on a general-election ballot since 2006 and politics has become much more tribal since then. The president will come clomping into this tight race to remind his tribe that although Tennessee's first congressman did not use a Smith & Wesson .38, he killed a man in a duel: Andrew Jackson was not oatmeal.

George Will's email address is georgewill@washpost.com.

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GEORGE WILL

# FALL BUSINESS CONFERENCE

Friday, Sept 7  
7:30am-3pm

Utah Cultural Celebration Center

Keynote presenters:

- ▶ THURL BAILEY
- ▶ KRISTEN COX

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### International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

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



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### CAI from page 1

increase in housing costs and the effects that creates.”

The Utah Expectations Index slipped 1.9 points to 104.7 and is down 1.7 points year-over-year. Utahns’ expectations for future income and future business conditions have tempered relative to current conditions as 32 percent of Utahns believe their household income will increase, down 8 percent from 40 percent in August 2017.

Utahns are noticing increases in the prices of both homes

and consumer goods and expect these prices to continue increasing. Three-fourths of Utahns (75 percent) expect home price increases while two-thirds (67 percent) expect an increase in consumer goods prices in the next 12 months. These price expectations have also affected how Utahns think about their future income relative to prices as 4 percent fewer Utahns see their household income increasing by more than the rate of inflation over the next two years.

“One of the goals of economic policy is to keep wage growth and prices commensurate,” said Randy Shumway, chairman and

partner of Cicero Group, a Salt Lake City research firm that does data collection and analysis for the CAI. “We’re seeing continued growth in the job market and some competition for employees. We are also seeing price increases in the cost of housing. Although it can seem like growth is good for the economy, it is possible to see job growth focused on lower-wage jobs that don’t improve incomes. That is not the problem here in Utah. When we look at what jobs we are creating and attracting to the state, the data is actually pretty good. Wage growth is helping to mitigate the effects of price increases.”

### BAJA from page 1

Utah continues to experience increased production across energy resources desired overseas, namely coal and natural gas, according to the OED release. With five coal mines expanding, projected exports of Utah coal are set to be roughly 4.5 million tons in 2018. Similarly, Utah is building a regional coalition dedicated to creating market access for transporting natural gas to Asia.

As part of the agreement, the offices seek to encourage cooperation across infrastructure development, trade opportunities among regulators and operators in identifying potential global markets and promoting visits by government, industry and other specialists.

The agreement and visit to Baja California comes after Gov. Gary R. Herbert’s trade mission to Mexico in April, as well as a series of government and industry stakeholder meetings in the months thereafter.

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