

## Focus



Sponsored by:



The New York Stock Exchange has been a volatile place in recent months, with large rises and dips during single trading days. Chief economist Dan North of Euler Hermes North America recently told a crowd in Salt Lake City that drops in stock markets do not always foretell the onset of recessions.

## Economist: Market roller coaster not a great economic predictor

**Brice Wallace**  
*The Enterprise*

“Don’t worry about it too much.”

Those were the reassuring words an economist recently provided to a Salt Lake City audience for anyone worried that the stock markets are signaling a possible recession.

Dan North, chief economist for of Euler Hermes North America, said that recent market volatility likely would not portend a recession, adding that the stock markets typically are not good predictors of GDP growth or dips.

For example, he said, about two years ago the stock markets lost 13 percent over three months but recovered that loss in four

months. The time before that, they lost 12 percent in three months and recovered that in less than a year.

“This happens all the time. This is what the stock market is all about. It’s the long gain,” North said at the 34th annual Investors Choice Conference, produced by VentureCapital.org. “You can’t worry about this too much.”

North’s comments came days after the Dow Jones industrial average dropped 1,175 points. Last month, the Dow saw swings of several hundred points.

North said the stock market lost half of its value twice in his lifetime — during the tech bubble and during the housing bubble — and “that’s when you might get a little

see NORTH page 4

## March consumer optimism reaches highest all-time

Utah consumers are feeling pretty good about their economic situation — now and in the future. In fact, it’s the best they’ve ever felt, according to the Zions Bank Utah Consumer Attitude Index (CAI). The index rose 11.6 points to 129.5 in March, the highest level ever registered.

Meanwhile, the national Consumer Confidence Index, which correlates with the CAI, decreased 2.3 points to 127.7 in March and is 2.8 points higher than it was at this same time last year.

The Utah Present Situation Index increased 9.4 points to 134.2 while the Utah Expectations index rose 13 points to 126.3, representing record levels for two sub-indices of the CAI. The increases were largely fueled by improved consumer sentiment regarding the current labor market. According to the most recent CAI survey data, 58 percent of Utahns feel that jobs are “plentiful” in their area, up from 46 percent a year ago.

Historically, consumer sentiment statewide increases significantly in the month of March, as March and April are two of the strongest-performing months for stock indices nationwide. Optimism regarding the stock market is evident throughout the Beehive State, as 53 percent of Utahns feel a \$1,000 investment in their 401(k) will be worth more than \$1,000 one year from now, up from 49 percent in February.

“Utah’s robust job market, as well as seasonal changes in perceptions, has driven this month’s record-setting optimism in the statewide economy,” said Scott Anderson, Zions Bank president and CEO. “A strong

see CAI page 15

## Derek Miller tabbed to head Salt Lake Chamber

The Salt Lake Chamber has announced that Derek Miller has been named to lead the organization as president and CEO. In addition to becoming the 19th leader of the business association, Miller will also lead the Downtown Alliance, an organization that represents commercial property owners and business interests in Salt Lake City’s Central Business District.

Miller replaces Lane Beattie, who will retire in May after serving as president and CEO of the Salt Lake Chamber and Downtown Alli-



**Derek Miller**

ance for the past 15 years.

“I am thrilled to be part of the Salt Lake Chamber and Downtown Alliance team. Utah’s economic future has never been brighter, and these organizations stand at the pinnacle of influence and responsibility to ensure that prosperity continues to spread across the state,” said Miller. “Utah’s economy has flourished because of good people who work together. As our state continues to grow, we must ensure those principles of cooperation and collaboration continue. As we do so, Utah has the opportunity to transform from the “Crossroads of the West” to the “Crossroads of the World.” I am honored to join a team that is dedicated to making

that vision a reality.”

Miller was most recently president and CEO of World Trade Center Utah. He previously served as chief of staff to Utah Gov. Gary Herbert, overseeing the governor’s office and state operations. He also served as managing director of the Governor’s Office of Economic Development for Gov. Jon Huntsman Jr. Miller began his career in Washington, D.C., as a management consultant with Arthur Andersen and as legal counsel for a congressional committee in the House of Representatives. He is a grad-

see MILLER page 15



# Utah unemployment stays steady, veteran rate among country's best

While Utah's unemployment rate remained unchanged — and still among the lowest in the nation — in February at 3.1 percent, new figures released by the U.S. Bureau of Labor Statistics (BLS), showed that the state's 2017 veteran unemployment rate was 2.9 percent, ranking Utah as one of only 12 states to be below 3 percent.

The number of people employed in Utah has grown by an estimated 3.2 percent in the past year, adding 45,700 jobs to the economy since February 2017. Utah's current employment level sits at 1,487,800.

The jobless Utah rate translates to approximately 48,600 Utahns being unemployed during February and actively seeking work. The national unemployment rate remained unchanged from January to February at 4.1 percent.

"Utah has experienced another month of healthy growth with the addition of more than 45,000 jobs by our state's employers," said Carrie Mayne, chief economist at the Department of Workforce Services (DWS). "Unemployment continues to hold steady with fewer than 50,000 individuals looking for work during the

month of February."

Utah's private sector employment grew by 3.5 percent year-over-year with the addition of 42,100 positions. Nine of the 10 private sector industry groups measured in the establishment survey posted net job increases in February, while natural resources and mining remained unchanged from one year ago.

The largest private sector employment increases were in trade, transportation and utilities (10,200 jobs); leisure and hospitality (8,400 jobs); and education and health services (7,000 jobs). The fastest employment growth occurred in construction (7.5 percent); leisure and hospitality (6 percent); and trade, transportation and utilities (3.8 percent).

Veterans labor force statistics

are generated from BLS's monthly Current Population Survey, which reports that the national veteran unemployment rate is 3.7 percent.

"Focusing on veterans has always been a top priority for our department," said Jon Pierpont, executive director of DWS. "We proudly serve those who have served in the military with several key programs to help them transition into their next job and find a fulfilling career."

"Our men and women who return home from service are some of the best and brightest in the country. They bring so much to the table with skills, commitment and honor," said Gary Harter, executive director of the Utah Department of Veterans and Military Affairs. "Match that with employers who participate in our Utah Patriot

Partnership program who understand the value of employing veterans and it is no surprise that we continue to have a low veterans' unemployment rate."

DWS works closely with the Department of Veterans and Military Affairs to ensure supportive services are available to all veterans in Utah. These services include specialized workshops, programs that help connect military training skills to private sector occupations and proactive efforts to reach veterans who are currently receiving unemployment insurance.

"Utah's economy is one of the strongest in the country. People who have skills are definitely capitalizing on our strong economic situation. This is true with our veterans, as well," said Mayne.

## Alabama firm buys Smart Rhino Labs

Randall-Reilly, a Tuscaloosa, Alabama-based business-to-business data-driven marketing firm, has acquired Smart Rhino Labs. Smart Rhino, with headquarters in Salt Lake City, offers recruiting services in the trucking industry.

"We couldn't be more excited to join forces with Randall-Reilly," said Scott Evanson, CEO of Smart Rhino Labs. "After a great partnership and huge client successes together, we see immense opportunities to serve all our clients even better by combining what we offer with what Randall-

Reilly brings to the table. We see teaming up as a '2+2=5' scenario and look forward to the coming years of continued growth and innovation."

Randall-Reilly provides marketing services, media and events for the trucking, construction, agriculture and additional industrial markets. Scott Evanson; Ben Paynter, chief operating officer; Brett Evanson, chief technology officer; and Jared Beauchamp, chief marketing officer, will remain in their respective roles.

Founded in 2011 and employing 35, Smart Rhino Labs specializes in candidate acquisition, job distribution, mobile recruiting, analytics and high-volume hiring. The company owns and operates a network of 25 job boards.

"Smart Rhino Labs has pioneered the use of technology for lead nurturing in truck driver recruiting, among many other things. We have begun to share a growing recruiting client-base for the past two years, and they have been an ideal partner," said Brent Reilly, CEO of Randall-Reilly.

## Don't Get Buried in Debt. Use a Funeral Advisor!

- ❖ Get the funeral you want at a price you can afford.
- ❖ You will save money while still choosing YOUR funeral home and YOUR cemetery.
- ❖ Avoid the discomfort of quick decisions by considering:
  - Green Burial
  - Cremation
  - Caskets
  - Grave Markers
  - Funeral Service
  - Transportation
  - Obituaries
  - In-Home Funerals



If we cannot show you savings then our services are **FREE OF CHARGE!**

**WASATCH**  
FUNERAL ADVISORS

**(801) 814-3582**

26 N. State St. • Salt Lake City, UT  
[wasatchfuneraladvisors.com](http://wasatchfuneraladvisors.com)



**McNEIL ENGINEERING**<sup>TM</sup>

Economic and Sustainable Designs, Professionals You Know and Trust



**Civil Engineering**



**Structural Engineering**

**THE ANSWER**

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



**Laser Scanning & Surveying**



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

**NEEDS**

Follow Us On:



801-255-7700

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



Utah software company Instructure has opened its second major Utah location in Pleasant Grove at the Valley Grove development. The new office will house up to 400 employees

## Instructure opens second Utah location

Instructure, a Salt Lake City software-as-a-service technology company, has opened its second Utah location and 10th worldwide. Founded in 2008, the company has a global customer base and more than 1,100 employees.

Located at the Valley Grove development in Pleasant Grove, Instructure's new office location will help the company continue rapid expansion of its local talent pool beyond the Salt Lake Valley, the company said in a statement. The Utah County location will accommodate up to 400 employees with its open floor plan to encourage collaboration, ergonomic workstations and fully stocked kitchens with weekly catered lunches, the company said. A ribbon-cutting ceremony was held last week.

"Utah has been our home base for 10 years and continues to provide us with the right atmosphere for growth," said Jeff Weber, senior vice president of people and places at Instructure. "We value the smart talent pool that allows us to scale quickly and continue to build our culture of awesome innovators who are passionate about helping people maximize their potential in classrooms and in companies. The company benefits from strengthening our roots in Utah County and the employees in our new office will thrive in this creative, productive space that accommodates our growing team."

In addition to the company's Salt Lake City headquarters and new Pleasant Grove location, Instructure has offices in Chicago, Seattle, Philadelphia, San Francisco, London, Sydney, Hong Kong, and Brazil.

Instructure's Canvas, Gauge, Arc and Bridge programs are designed to enhance face-to-face and online learning experiences. The products are used at more than 3,000 educational institutions

and corporations throughout the world.

"Entrepreneurism and business is thriving in Utah," said Val Hale, executive director of the Utah Governor's Office of Economic Development (GOED). "Instructure is a true success story of a local startup that has grown to become a global and industry

leader. We're excited for their success and confident their new offices in Pleasant Grove will be a tremendous benefit to our state as they continue to grow and innovate."

### Enterprise

UTAH'S BUSINESS JOURNAL  
USPS # 891-300

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

**PUBLISHER & EDITOR**  
R. George Gregersen

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

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

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

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

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

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

**CIRCULATION**  
Dionne Halverson  
[dionne@sjenterprise.com](mailto:dionne@sjenterprise.com)

**LIST DEVELOPMENT**  
Laneace Gregersen  
[lists@sjenterprise.com](mailto:lists@sjenterprise.com)

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

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

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

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

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

© 2013 Enterprise Newspaper Group Inc.  
Periodical postage paid at Salt Lake City, Utah  
**POSTMASTER: Send address corrections to:**  
P.O. Box 11778, Downtown Station  
Salt Lake City, Utah 84147

## Firm opening 300,000-sq.-ft. data center in West Jordan

Aligned Energy, a Dallas-based data storage facility provider, has announced that it is building a 300,000-square-foot center in West Jordan. When completed this summer, building will serve as a colocation data center supporting both cloud providers and enterprise customers.

"Our new data center in West Jordan addresses the needs of cloud providers, enterprise companies and our existing customers that require an adaptive, future-proof data center solution in and around the Greater Salt Lake area," said Aligned Energy CEO Andrew Schaap. "We are delighted to be a part of the Salt Lake business community, expand our portfolio to a new market and serve the region with an incredibly efficient and highly reliable data center platform. We continue to see strong demand for our services in Phoenix, Dallas and now Salt Lake."

Situated on 60 acres, including a dedicated onsite electrical substation, the facility is being renovated to deliver 50 megawatts of critical capacity. The site will initially provide a 75,000-square-foot data hall, 15,000 square feet of rentable office space and 9,700 square feet of technical burn-in and storage space. The building also will have a dedicated loading dock, conference rooms, drop-in office pods, a café area and shower facilities. The installation will deliver an industry-leading 1.15 PUE (power-usage-effectiveness), the company said. Electricity for the data center will be provided by Rocky Mountain Power.

## We're Moving the Valley!



[www.mergenthaler.net](http://www.mergenthaler.net)

### As one of Utah's largest movers, we offer:

#### Peace of Mind

No matter what size your move, we take care of all your move logistics from beginning to end. Experience less down time and reduce associated costs when you move with Mergenthaler!

#### Experience

In business since 1933 and the preferred mover for many companies in the valley. Mergenthaler has the experience to move your business safely and efficiently.

#### Relocation

Count on the experts in relocation to help with your move; whether it is office furniture, cubicles, IT set up, unique equipment, or any other heavy or cumbersome items your company needs moved. Also specializes in decommission and lease surrender.

#### Warehousing & Storage

We offer insured warehousing for your fulfillment needs from small to large scale installation projects. Also, we have secured heated storage with multiple docks. Our warehouse has floorspace and racking to store your inventory or furniture carefully.

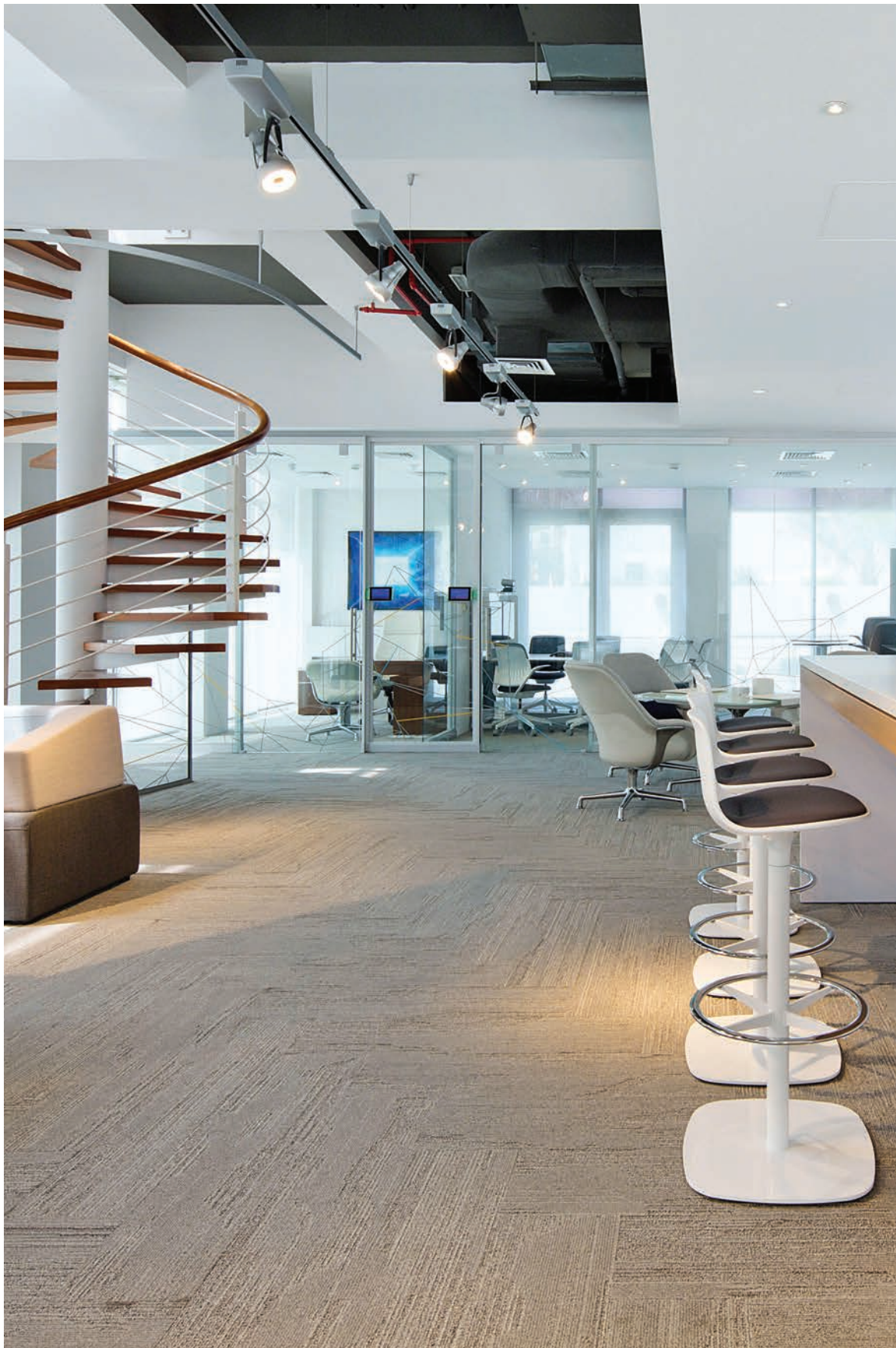


Big move or small,  
just one call:  
801-975-1287

**Mergenthaler**  
Transfer & Storage

Agent for  
**United**

We also help families move and have storage available.



FURNISHING UTAH'S FINEST WORKSPACES FOR 79 YEARS

STOREFRONT & INTERIOR GLASS

FLOOR COVERINGS

OFFICE FURNITURE

INTERIOR DESIGN

ARCHITECTURAL PRODUCTS

DOORS & DOOR HARDWARE

SPECIALTY PRODUCTS & RESTROOMS

WINDOW COVERINGS



Midwest  
COMMERCIAL INTERIORS



Midwest  
D-VISION SOLUTIONS



BOUNTIFUL  
GLASS

A MIDWEST D-VISION SOLUTIONS COMPANY

801.359.7681 | www.mwciutah.com

## NORTH from page 1

concerned," he said.

"But we're talking 10 or 12 percent, and that seems to happen all the time. In fact, if you think about the stock market and its movements, it's a pretty bad indicator of the economy, so I don't put much stock in it in terms of predicting the economy."

Using charts to reinforce his message, North showed how rises and falls in the S&P 500 have not always led to similar changes in U.S. GDP. For example, the market was down 27 percent in one day in 1987, but no recession followed. The largest false signal was when the stock market lost half of its value in the tech bubble, but the resulting recession was "so small, so mild, that it doesn't even show up on the annual data," he said.

"So, about half the time, the stock market is wrong," North said. "It's rolling the dice basically. It's no better than rolling the dice in terms of predicting the economy, so don't worry about it too much. That would be my advice at the moment."

A better predictor of a recession lies in the Treasury yield spread. If it's negative, it usually means a recession is coming, but it has been positive, which typically means recovery.

"If it went negative, which it won't ... it gives us three to five months' warning of a recession, so there's no recession coming this year, as far as we can see," North said. "Things are going pretty well for us."

He predicted a U.S. GDP growth rate of more than 2.6 percent this year, which is "not great" but better than the 2.1 percent growth average during the recovery. The current U.S. economy is buoyed by strong consumer confidence, which "gives people willingness to spend," he said. Overall consumption has been below average but should rise with wage growth. North said wages should rise because there is one job open for every unemployed person — "that hasn't happened before," he said

— as well as people having the confidence that they will find a new job if they quit their current one, and businesses are in a hiring mood.

Wage increases should hit a 20-year high, he said. A trouble spot could be that increases in wages could lead to inflation, which tends to lead to higher interest rates, which could hamper the stock market, he said.

Meanwhile, manufacturing "is doing really well," the service sector is strong, housing is starting to rebound even if at a slow pace, and President Trump's plans for the economy are seen as pro-growth, he added.

North noted several "structural" problems that could hurt the U.S. economy. One is that the nation needs more skilled legal immigration to meet its employment requirements. He said large numbers of immigrants educated at U.S. universities are ultimately kicked out of the country, to the detriment of the U.S.

"Go home with the education you got right here, and compete against us now," North said of that approach. "Go home with that education and commit cybercrime against us. That is a crazy system. We're kicking people out that we just educated here. ... These are the people we should embrace with the education we just gave them instead of kick them out."

Complicating matters is that the labor force participation rate has been falling since the Great Recession, the labor force is aging and retirees are not being replaced quickly enough, and the number of job openings are rising faster than the number of hirings. That last point suggests employers cannot find the right people for open positions, which can result in lower productivity, he said.

Still, the U.S. economy "is actually a pretty solid picture in the intermediate term," North said.

"No recession this year, probably not in the next year," he said. "Two-point-six percent growth [is] OK, but with some longer-term structural issues that need to be fixed."



Some things you just

**don't share.**

Your *Enterprise* is one of them.

Stop sharing TODAY and call for your special discount offer!

Call

**801-533-0556**

today!

**THE Enterprise**  
UTAH'S BUSINESS JOURNAL

## Six mindsets of successful leaders: Be an 'asker,' not a 'teller'

Over the course of over 40 years of studying and working with leaders, I have come to understand that most of us take on new leadership opportunities with mixed emotions. On the positive side, we are excited, eager for our new opportunity. That optimism is almost always counter-balanced with some level of self-doubt. We may be successful in camouflaging this concern, but somewhere in the psyche of newly minted leaders the question creeps in: *Can I really do this?*

Noted author Laurence J. Peter gave this concern a name. He called it “reaching our level of incompetence” — the diabolical Peter Principle. It is based on Peter’s observation that the selection of a candidate for a leadership position is most often based on his or her performance in their current role rather than on abilities relevant to their new position.

Although *The Peter Principle* was published in 1968, its fundamental assertion remains

true today. This fact is sufficient to justify a healthy level of self-doubt whenever we take on a new leadership role. My question, then, is how do most leaders deal with their doubts?

What I have found is that a great majority adopt a “No Fear” mantra. The lifestyle clothing company that popularized this slogan recognized the distinctly American concept of “rugged individualism” whereby we convince ourselves that we can succeed if we simply do not allow ourselves to fear.

Unfortunately, this attitude feeds a mindset that as leaders we must have all the answers. This is precisely the wrong strategy for leadership success.

I have often asked my clients, “As a leader, should you be self-confident or humble?” Most answer, “Self-confident,” reflecting the belief that only those who are supremely confident can succeed.

The best answer, however, is BOTH. In other words, this

should not be seen as an “either/or” proposition, as if self-confidence and humility are opposites. Indeed, when we stress one over the other, we tend to become blinded by our myopic mindset.

An overemphasis on self-confidence will almost always lead to arrogance and pride — and cause us to ignore the inputs of others. On the other hand, an overemphasis on humility leads to fatalistic self-deprecation that manifests itself in an abdication of decisive leadership.

The prideful leader also naturally becomes a “teller” rather than an “asker.” Renowned author and organizational behavior expert Edgar H. Schein wrote in his book *Humble Inquiry* that U.S. culture “overvalues telling” in our leaders. He suggests that leaders should employ asking more often than telling, specifically asking questions of employees, customers, vendors and mentors/coaches regarding the things “to which you do not know the answer ... building a relationship based on curiosity and interest in the other person.”

Notice that the first part of

Schein’s suggestion acknowledges that the leader does not have all of the answers. In other words, the fact that they have landed a high position has not suddenly endowed them with all knowledge. This acknowledgement is the humble mindset which all leaders should adopt.

Leaders can, and should, be self-confident in their role, but if they are wise, they will be honest with themselves: *They still have much to learn.*

The second part of Schein’s suggestion is equally important. By having curiosity and interest in others, the leader acknowledges he can’t succeed on his own. This leads to another question I have posed to my clients: “Should you be task-oriented or relationship-oriented in your leadership?” The answer again is BOTH.

Schein noted that Americans are largely task-oriented, believing strongly that success is a function of work accomplished. An overemphasis on this, however, can lead to a tyrannical form of uncaring leadership that is ultimately destructive. On the other hand, a leader who over-

emphasizes relationships may create an environment of positive feelings while the work fails to be done.

An appropriate mix of task and relationship orientation will keep the leader’s eye on critical outcomes as well as caring for the people who are responsible for creating those outcomes.

The best prescription for leadership success boils down to these six mindsets:

1. Approach your leadership role with self-confidence.
2. Acknowledge your fears, as well as what you don’t know.
3. Humbly accept your need for others.
4. Become an asker. Remember: No one knows everything — and that includes you!
5. Stay focused on both the tasks to be accomplished and the people who will accomplish them.
6. Care as much about people as tasks.

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

## ONE Can Make A Difference

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

Salt Lake City Walk to Cure Arthritis

Saturday, May 5th

Murray Park - 10 a.m.

5k walk

WALK  
to CURE  
ARTHRITIS®

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

For Sponsorship opportunities, please call 801-713-5720

Locally Sponsored by

**THE Enterprise**  
UTAH'S BUSINESS JOURNAL

Walk to Cure Arthritis® National Sponsors

Presenting Sponsor

**AMGEN**

Signature Sponsor

abbvie

  
Bristol-Myers Squibb

 **Arthritis Foundation**

# Industry Briefs

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

## ASSOCIATIONS

• **Peggy Hunt**, a partner in the Salt Lake City office of Dorsey & Whitney LLP, has been appointed as a member of the **Task Force on Diversity for the Federal Bar Association** (FBA). Hunt joins



Peggy Hunt

15 other legal professionals from across the country to support the FBA's mission of full and equal access to, and participation by, all individuals in the FBA, the legal profession and the justice system. Each member of the task force serves a one-year term. Hunt has worked in the area of bankruptcy and receivership law for more than 25 years. Throughout her career, she has participated in organizations that encourage diversity and inclusion.

## ECONOMIC INDICATORS

• **Utah** is ranked eighth-most-innovative overall among states in the list of **"2018's Most & Least Innovative States,"** compiled by personal finance website WalletHub. Twenty-two metrics were used to compile the rankings. Utah was fifth for "innovation environment" and 12th for human capital. With "1" being most innovative and "25" being average, Utah was fifth for venture capital funding per capita, sixth in eighth-grade math and science performance, 11th for both share of STEM professionals and share of technology companies, 13th for projected STEM-job demand by 2020, 14th for research and development spending per capita, and 29th for share of science and engineering graduates age 25-plus. The most innovative state is Massachusetts, followed by Maryland, Washington, the District of Columbia and California. The least innovative is Mississippi. The full report is at <https://wallethub.com/edu/most-innovative-states/31890/>.

## LAW

• **Durham Jones & Pinegar** has hired **Julia D. Kyte** as a shareholder in the firm's Litigation Section. Kyte's practice focuses on health law, with significant



Julia Kyte

additional experience in governmental entity defense.

## OUTDOOR PRODUCTS/RECREATION/SPORTS

• **Vail Resorts Inc.** has begun offering a \$99 **Military Epic Pass**, available to honor the service of the company's founders from the 10th Mountain Division and men and women of the U.S. armed forces as well as Canadian and Australian military service members. The 2018-19 Military Epic Pass is for active and retired members of the U.S. armed forces, the Canadian armed forces, and the Australian Defence Force, and their dependents, and \$499 for all other veterans and their dependents (\$269 for children of veterans). Also, for every 2018-19 Vail Resorts season pass sold, a \$1 donation will be made to **Wounded Warrior Project**, a nonprofit organization that offers a variety of programs, services and events for wounded veterans of the military. Based on 2017-18 pass sales, the donation would exceed \$750,000. Details are at [epicpass.com/military](http://epicpass.com/military). In addition to the company's efforts, **Rob Katz**, chief executive officer of Vail Resorts, and his wife, **Elana Amsterdam**, will also honor the 10th Mountain Division by making a personal donation of \$750,000 to **Operation Homefront**, a nonprofit organization whose mission is to build strong, stable, and secure military families so they can thrive in their communities. The company owns and/or operates 14 resorts, including Park City.

## PHILANTHROPY

• **Zions Bank** is inviting the public to nominate qualified homes that can be improved with a fresh coat of exterior paint during its annual **Paint-a-Thon** service project in June. The Paint-a-Thon benefits low-income elderly, disabled and veteran residents in Idaho and Utah. Although Zions Bank receives referrals by city and state housing agencies, aging services, community organizations and local churches, it is also inviting the public to nominate qualified homeowners. Nominations are being accepted at [zionsbank.com/paint](http://zionsbank.com/paint) through April 15. To be eligible for consideration, homeowners must meet federal Department of Housing and Urban Development (HUD) income guidelines, detailed on Zions Bank's website ([zionsbank.com/community](http://zionsbank.com/community)), which includes the link to the nomination form. Details are at [zionsbankevents@zionsbank.com](mailto:zionsbankevents@zionsbank.com).

• **RE/MAX** affiliates in the

U.S. and Canada last year donated more than \$10.8 million to 170 local **Children's Miracle Network** (CMN) hospitals through the Miracle Home and Miracle Property programs. CMN is based in Salt Lake City. Since 1992, RE/MAX agents and brokers have raised more than \$167 million for 170 member hospitals. Through the Miracle Home and Miracle Property programs, RE/MAX agents can market each residential or commercial listing as a Miracle Home or Miracle Property, and make a donation to CMN hospitals after each closed transaction on behalf of their client. In addition, RE/MAX offices and agents raise funds through golf tournaments, benefit dinners, auctions and other community fundraisers.

## REAL ESTATE

• **Seelos Family Trust/Semi Service Inc.** has purchased a 28,800-square-foot industrial building at 4428 W. 1730 S., Salt Lake City, from **ASC Profiles LLC**. Financial terms were not disclosed. Semi Service Inc. is a family-owned business that started in the Salt Valley in 1972. It services the needs for over-the-road drivers and truck builds throughout the United States. Semi Service plans to occupy this location for business expansion, which is within close proximity to its company headquarters. Michael Jeppesen, principal broker of **IPG Commercial**, and Candace Keller, also of IPG Commercial, represented both the buyer and the seller.

## RECOGNITIONS

• **Salt Lake City Mayor Jackie Biskupski** has honored three community leaders with the **Deedee Corradini Women's Leadership Awards**, which recognize female leaders who have helped other women and honors the legacy of Deedee Corradini, Salt Lake City's 32nd mayor and the first woman mayor. Honorees are **Natalie El-Deiry**, recognized as the **Opportunity Builder for 2018**; **Faeiza Javed** as the **Emerging Leader for 2018**; and **Anne Burkholder** as the 2018 recipient of the **Community Leader Award**. El-Deiry is the co-founder of the Spice Kitchen, a culinary business incubator program that helps refugees, immigrants and low-income community members establish their own sustainable



Natalie El-Deiry



Faeiza Javed



Anna Burkholder

food businesses. Javed is the clinical director for South Valley Services and works with victims and perpetrators of domestic violence. She has helped refugees, military veterans and people dealing with substance abuse and anger management. Last year Javed launched

the **Emerald Project**, a series of outreach events to challenge Islamophobia and help educate and empower Muslim women. Burkholder is the chief executive officer for the Salt Lake City YWCA and has led Utah's first domestic violence crisis shelter since 2000. Under her leadership, the YWCA has added a Center for Families and two new residences, which added 181 beds for domestic violence victims.

• **Engineering News-Record** recently honored two Utah projects as **"ENR's Top Projects of 2017."** The **"Best of the Best Health Care Project"** was the University of Utah Health Care Farmington Health Center in Farmington. The general contractor was Layton Construction Co., Sandy. The **"Best of the Best Green Project"** was Arch 1 Nexus SAC in Sacramento, California. The contractor was Architectural Nexus, Salt Lake City.

## TECHNOLOGY/LIFE SCIENCES

• **Lucid Software** has hired **Kat Judd** as vice president of people operations and **Owen Fuller** as general manager of Lucidpress. Judd has 10 years of experience as an employment law attorney



Kat Judd



Owen Fuller

focused on preventative advice and counsel, workplace issues and employment law training. She previously served as a director and shareholder at Clyde Snow & Sessions in Salt Lake City. Fuller has leadership experience at Utah-based startups, including founding Fit Marketing and serving as president of Qzzr.

• **Workfront**, a Lehi-based provider of cloud-based enterprise work management solutions, has hired **Jon Pexton** as chief financial officer. He will be responsible for all aspects of its financial operations, including corporate finance, investor relations, accounting, tax and treasury. Pexton has more than 25 years of experience in equity and debt offerings, mergers and acquisitions, international expansion, and strategic planning at high-growth companies. He previously

worked as CFO at Progrexion and Interbank FX; and held positions at Callidus Software, Vitria Technology and Remedy Corp.; and spent eight years with Ernst & Young working in its audit, tax



Jon Pexton

see BRIEFS next page

## BEST KEPT SECRET IN UTAH.

Wire rope is where we started. One of the largest shops in the Intermountain West. Slings made to your specifications. Our staff has over 60 years of experience.

**RASMUSSEN EQUIPMENT COMPANY**

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

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

**CENTURY**  
EQUIPMENT COMPANY

Everything for the  
Contractors

We rent the best

4343 Century Drive  
Salt Lake City, UT 84123

801-262-5761

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

**CASE**  
CONSTRUCTION

# CBRE report: Commercial real estate investors upbeat at start of 2018

A prolonged period of U.S. economic growth, as well as tax cuts and favorable regulatory changes, means that commercial real estate investors are more positive going into 2018 than they were at the start of last year, according to the CBRE Americas Investor Intentions Survey 2018.

The 2018 survey results reveal that the largest share (45 percent) of investors plan to increase their level of acquisitions in the Americas compared with last year. This pick-up in investor appetite marks a reversal from the downward or flat trend recorded in the prior two surveys. In total, 88 percent of investors plan to either maintain or increase spending in 2018 — up from 83 percent in 2017. Just 12 percent of investors plan to reduce their purchases in 2018, lower than the 17 percent in 2017.

Investors see a “global economic shock” that undermines occupier demand (30 percent) as the greatest potential threat in 2018, slightly more than last year (22 percent). In contrast, investors are less worried about interest rates rising more quickly than expected this year (16 percent in 2018 versus 21 percent in 2017).

“Despite the possibility of escalating interest rates, the vast majority of investors intend to acquire assets in the Americas in 2018. Risk tolerance is expected to remain unchanged, but investors’ search for yield and asset diversification is pushing them toward value-add assets, secondary markets and ‘alternatives’ in 2018,” said Brian McAuliffe, president of institutional properties and capital markets at CBRE.

“Investors anticipate that the occupier trends with the greatest impact on real estate investments are last-mile logistics, flexible space, and less reliance on traditional office and retail. Investors are assessing the risk of high proportions of coworking space within a property on its long-term liquidity

and residual value. Sustainability continues to factor into decision-making but is not a top priority for investors,” said McAuliffe.

U.S. gateway cities continue to command considerable interest. Los Angeles/Southern California is the top-ranked metro for proper-

ty purchases, followed by Dallas/Fort Worth and New York City. As investors maintain their pursuit of good secondary assets, large upward shifts brought Nashville, Tennessee; Portland, Oregon; and Tampa/St. Petersburg, Florida, into the top 10.

Among the five different asset strategies — core, good secondary, value-add, opportunistic and distressed — value-add remains the preferred strategy (34 percent), but is down from 2017’s level (41 percent). Investor appetite for good secondary assets in-

creased for the fourth consecutive year, as the supply of core assets diminishes and investors broaden their search for yield. Institutional investors — comprising so-

see **INVESTORS** page 15

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

**Because You Never Know!**

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

Extend Employee Safety Beyond the Workplace.

ADD GEAR  
LOGO CUSTOMIZATION  
REMOVE GEAR

ADD COMPANY SWAG  
BUILD YOUR OWN  
MIX & MATCH PACKS

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

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

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

## BRIEFS

from previous page

and transaction advisory practices.

• **Pluralsight**, a Farmington-based enterprise technology learning company, has appointed **Matthew Forkner** as general counsel. Forkner has experience in mergers, acquisitions and public offerings. He previously was vice president deputy general counsel at GoDaddy and also worked at Wilson Sonsini Goodrich and Rosati and Fenwick & West.

# TILSON

**Tilson Technology Management, Inc.** is seeking construction services vendors for an upcoming fiber densification project in the Salt Lake City area.

Specifically, we are looking for minority, woman, and service-disabled veteran-owned and controlled business enterprises that have experience in aerial and underground fiber optic network construction and fiber splicing.

If interested in bidding on the project, please contact:

**Ryan Marriott**  
 rmarriott@tilsonotech.com | (207) 591-6427  
 www.tilsonotech.com

## Clear the Air Challenge winners announced

The 2018 Utah Clear the Air Challenge has wrapped up and the first wintertime event was a huge success, said the Salt Lake Chamber, a sponsor of the event. The chamber, along with its partners TravelWise andUCAIR, released the list of winners last week.

The Clear the Air Challenge is a month-long initiative that encourages Utah residents to drive less and drive smarter during the month of February. Participants help improve air quality by avoiding trips alone in their cars and using alternative modes of transportation such as carpooling, taking public transit, walking, biking or trip chaining.

For the first time in its nine-year history, the 2018 challenge was held in February to draw attention to individuals and teams who make a difference for the air by creating new commuting habits and changing their individual behavior during a time when air quality is visibly at its worst.

“The Clear the Air Challenge shows us that small, individual changes can — and do — make a difference to Utah’s air quality,” said Lane Beattie, president and CEO of the Salt Lake Chamber. “Doing our part to clear the air isn’t just about our quality of life; it’s about the quality of life of our children and grandchildren. We are encouraged that so many businesses and individuals are taking responsibility and have taken actions towards clearing up our air and creating a better future for all Utahns.”

According to the sponsors, this year’s participants collectively eliminated 89,076 trips; saved 1,427,134 miles, 368.1 tons of carbon dioxide and \$423,388; and burned 2,120,838 calories in just 28 days.

“We atUCAIR continue to be optimistic with the way our business community comes together to find solutions related to air quality,” said Thom Carter, executive director ofUCAIR. “With the

amount of participation this year, it is clear that our business leaders are looking inward and finding ways to work within their organizations to have the best long-term effect on our air. In our efforts to clear the air, there are no perfect answers, but there are practical solutions. Everyone that participated in the Clear the Air Challenge now knows how easy it is to find a practical solution that works for them.”

Winners in the Large Teams category were: University of Utah, Utah Transit Authority, Fidelity Investments, Salt Lake City Corp. and Weber-Morgan Residents.

Small Team winners were: Enterprise Rent-A-Car, Utah Department of Environmental Quality, Weber-Morgan Health Department, Management and Training Corp. and HEAL Utah.

In the Top Users category, winners were Clayton Price, Soren Simonsen, Megan Price, Spencer Hancock and Stephen Rufus.

## MEIER'S CATERING MENU

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

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



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

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



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



# Calendar

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

## April 3, 8-11 a.m.

**“Harassment Prevention for Managers and Supervisors,”** 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).

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

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

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

**Professionals Networking Group,** a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at [chamberwest.com](http://chamberwest.com).

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

**Lessons Learned Speaker Series,** a ULI (Urban Land Institute) Utah event. Speaker is Keith Bartholomew, an associate professor in the University of Utah's Department of City & Metropolitan Planning and associate dean of the College of Architecture & Planning. Location is IBI Group, 10 Exchange Place, No. 112, Salt Lake City. Details are at [utah.uli.org](http://utah.uli.org).

## April 4, 3-4:30 p.m.

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

## April 4, 6:30-8 p.m.

**“The Power of Diversification,”** a 2018 Lectures In Entrepreneurship event presented by the Westminster College Center for Entrepreneurship. Lectures are a college-level class open to the public. Speakers are Clark Whitworth, chief executive officer of the Larry H. Miller Group of Companies; and Duane

Millard of Allied Sign & Awning. Location is Westminster's Gore Auditorium, 1840 S. 1300 E., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## April 5-7

**Thin Air Innovation Festival,** a cross-industry leadership forum and spring ski season festival featuring keynote presentations, breakout sessions, outdoor adventures and parties to celebrate and explore how individuals, teams and organizations perform at the highest levels. The 2018 event will focus on the changing nature of commerce, defined as the exchange of information, goods and services, across multiple industries, including retail, travel, entertainment, healthcare and finance. Location is Park City. Cost for an All-In Pass is \$300, \$25 for students. Details are at <http://thinairparkcity.com/>.

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

**“Introduction to Human Resource Management” Program,** an Employers Council event consisting of five half-day sessions through May 3 and designed for professions new to HR or who perform HR duties as a secondary function. 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).

## April 5, 8-9:30 a.m.

**CFO Forum,** a Utah Technology Council (UTC) event for UTC-member chief financial officers only. Topic is “Tax Reform: What It Means For You.” Location is Eide Bailly LLP, 2901 N. Ashton Blvd., Suite 200, Lehi. Free. Details are at [utahtech.org](http://utahtech.org).

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

**Strictly Networking Luncheon,** a West Jordan Chamber of Commerce event. Location is La Puente, 9155 S. Redwood Road, West Jordan. Free (pay if ordering from the menu). Details are at [westjordanchamber.com](http://westjordanchamber.com).

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

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

## April 6-7

**FitCon,** a sports, health and fitness expo with about 300 companies exhibiting. Activities include seminars, entertainment, competitions and showcases. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake

City. Open to the public. Cost is \$20 for one day, \$30 for both days. Details are at [www.fitcon.com](http://www.fitcon.com).

## April 6, 7:30-8:30 a.m.

**Eggs & Issues,** a Murray Area Chamber of Commerce event. Murray City Fire Department Chief Gil Rodriguez will provide a tour of the Emergency Operations Center. Location is Murray Fire Department, Station 84, 160 E. 5900 S. Murray. Free, and open to the public. Details are at [murraychamber.org](http://murraychamber.org).

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

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

## April 6, 8 a.m.

**Silicon Slopes Breakfast.** Speaker is Rachel Parcell, founder of Rachel Parcell Collection. Location is Silicon Slopes, 2600 Executive Parkway, Lehi. Details are at <https://www.meetup.com/meetup-group-sihsrwGn/events/248892862/>.

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

**Supervisory Skills Program,** a five-week (consecutive Fridays) Employers Council event. 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).

## April 6, 8-9:30 a.m.

**Friday Forum,** a Utah Valley Chamber event. Location is Zions Bank Building, eighth floor, Rock Canyon Room, 180 N. University Ave., Provo. Free for chamber members, \$20 for extra member tickets, \$30 for nonmembers. Details are at [thechamber.org](http://thechamber.org).

## April 6, 8:30-11:30 a.m.

**“Grow Your Business: Phase 1,”** a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250 S., Orem. Details are at <https://utahsbdc.org/trainings>.

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

**CEO Forum,** a Utah Technology Council (UTC) event for UTC-member CEOs only. The “Night at the Utah Grizzlies” location is Maverik Center, 3200 Decker Lake Drive, West Valley City. Details are at [utahtech.org](http://utahtech.org).

## April 6, 6-9:30 p.m.

**Utah Genius 2018,** recognizing the creative people and com-

panies behind Utah's economy, with awards based on objective statistics from the U.S. Patent and Trademark Office. The Lifetime Achievement Award will be presented to Nicole Toomey Davis, president, CEO and co-founder of Enclavix LLC. Keynote speaker is Val Hale, executive director of the Governor's Office of Economic Development (GOED). Honoree showcase is at 6 p.m. Awards banquet is 7-9:30 p.m. Location is Sheraton Hotel, 150 W. 500 S., Salt Lake City. Cost is \$89. Details are at [utahgenius.com](http://utahgenius.com).

## April 10

**Breakfast Meeting,** an ACG (Association for Corporate Growth) Utah event. Networking is at 7:15 a.m. Breakfast and presentation will be 7:45-9 a.m. Speaker is Todd Heiner, former co-founder, chief executive officer and president of Express Locations LLC, a T-Mobile retailer. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at [www.acg.org/Utah/events](http://www.acg.org/Utah/events).

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

**“Spring Into Success” Conference,** a ChamberWest Women in Business event. Keynote presenter is Stacey Bess. General session presenter is Vikki Carrel. Event also includes general sessions, three breakout sessions, three mini-sessions and more. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$90. Registration deadline is April 3. Details are at [www.chamberwest.com](http://www.chamberwest.com).

## April 10, 10 a.m.-2 p.m.

**Work Ability Career Exploration & Job Fair** for individuals with disabilities. Location is Sanderson Center for the Deaf and Hard of Hearing, 5709 S. 1500 W., Taylorsville. Details are available at [usor.utah.gov/employers](http://usor.utah.gov/employers) or by contacting Thomas Smith at [thomasmith@utah.gov](mailto:thomasmith@utah.gov) or (801) 887-0282.

## April 10, 5:30-7:30 p.m.

**Business After Hours Social,** a Holladay Chamber of Commerce event. Location is Hampton Inn by Hilton Salt Lake City/Cottonwood, 3210 E. Millrock Drive, Salt Lake City. Free for chamber members, \$10 for nonmembers. Details are at [holladaychamberofcommerce.org](http://holladaychamberofcommerce.org).

## April 11

**Seventh Annual Safety Conference,** presented by the Utah Manufacturers Association and the Utah Mining Association. Morning keynote speaker Griff Nielson,

president of Lifetime Fitness, will discuss “Discovering Your Force Within: Four Keys to Defeating Workplace Fatigue.” Afternoon keynote speaker Chad Hymas will discuss “In a Hurry?” Event also features breakout sessions and safety awards presentations. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at [umaweb.org](http://umaweb.org).

## April 11 8-9:30 a.m.

**CTO Series,** a Utah Technology Council (UTC) event for CTO and product executives at UTC member companies. Location is Home 2 Suites by Hilton Salt Lake City, 10704 S. River Front Parkway, South Jordan. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**Professionals Networking Group,** a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at [chamberwest.com](http://chamberwest.com).

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

**“Let's Do Lunch,”** a Sandy Area Chamber of Commerce event. Location is Mimi's Café, 10470 S. State St., Sandy. Details are at [sandychamber.com](http://sandychamber.com).

## April 11, 3-5 p.m.

**“Exploring Apps to Help You Manage Employees, Operations and Inventory,”** a Women's Business Center event. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

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

**Business After Hours,** an Ogden-Weber Chamber of Commerce event. Location is Megaplex Theatres at The Junction, 2351 Kiesel Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## April 12, 8-9 a.m.

**GDPR Compliance Presentation,** a Parsons Behle & Latimer event. Beginning May 25, General Data Protection Regulation (GDPR) will impact every company conducting business in Europe. GDPR requires extensive legal documentation and carries copious fines for noncompliance. Location is Parsons Behle & Latimer, 201 S. Main St., Suite 1500, Salt Lake City. Details are at <https://www.parsonsbehle.com/>.

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

**Lunch & Learn,** a Murray

**see CALENDAR page 10**

## CALENDAR

from page 9

Area Chamber of Commerce event. Speaker is Glenn Lanham of the Brain Injury Alliance of Utah. Location to be announced. Cost is \$15 for members, \$20 for guests. Details are at [murraychamber.org](http://murraychamber.org).

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

**LinkedIn Luncheon**, a Utah Valley Chamber event. Location is Outback Steak House, 372 E. University Parkway, Orem. Pay if ordering from the menu. Details are at [thechamber.org](http://thechamber.org).

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

**WIB Luncheon**, a Davis Chamber of Commerce event. Topic is "Rising Above the Chaos: Business Leaders Going Beyond Boundaries to Grab Success." Location is Davis Technical College/Business Resource Building, 450 S. Simmons Way, Kaysville. Cost is \$20 for members and walk-ins. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### April 12, 4-6 p.m.

**B 4/5**, a West Jordan Chamber of Commerce event. Location is Residence Inn and Suites, 7558 S. Plaza Center Drive, West Jordan. Details are at [westjordan-chamber.com](http://westjordan-chamber.com).

### April 12, 4-6 p.m.

**DealForum**, a VentureCapital.org live-pitch event featuring five entrepreneurs seeking capital for their ventures: Great Coach, Sprezie, Payraise, Genneve and Ziing. Location is Neumont University, 143 S. Main St., Salt Lake City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### April 12, 5-6 p.m.

**"How to Get to a Multi-Million-Dollar Exit,"** a Startup Ignition event. Speaker John Richards, instructor, founder and chief executive officer of Startup Ignition, will discuss how to do the right things in the right order to get to the finish line and how to avoid the game-ending mistakes. Location is Davis Technical College, Business Resource Center, 450 Simmons Way, Kaysville. Free, and open to everyone. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### April 12, 5:30-6:30 p.m.

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

### April 12, 6:30-8 p.m.

**Small Business Evening Roundtable**, a SCORE event.

Location is Sandy Library, 10100 S. Petunia Way, Sandy. Free. Details are at <https://www.sba.gov/tools/events>.

### April 13, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Kathie Allen, candidate for Utah Senate District 8. Location is Mimi's Café, 5223 S. State St., Murray. Free, and open to the public. Details are at [murraychamber.org](http://murraychamber.org).

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

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

### April 14, 11:30 a.m.-3:30 p.m.

**Women in Business Luncheon**, a Sandy Area Chamber of Commerce event that is opening day for the Utah Royals FC women's soccer team. All-you-can-eat food and soft drinks are available at the America First pavilion on the Rio Tinto Stadium east lawn, 9256 S. State St., Sandy. Cost is \$20. Game time is 1:30 p.m. Details are at [sandychamber.com](http://sandychamber.com).

### April 17, 7:30-9 a.m.

**Partners in Education Appreciation Breakfast**, an Ogden-Weber Chamber of Commerce event designed to foster continued support for education in Weber County. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Free. Registration can be completed at <http://bit.ly/2018pie>.

### April 17, 8 a.m.-2:30 p.m.

**"Managing the Ill or Injured Worker Under the ADA, FMLA and Workers' Compensation,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at [employerscouncil.org](http://employerscouncil.org).

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

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

### April 17, noon-1 p.m.

**GDPR Compliance Presentation**, a Parsons Behle & Latimer/Silicon Slopes event. Beginning May 25, General Data Protection Regulation (GDPR) will impact every company con-

ducting business in Europe. GDPR requires extensive legal documentation and carries copious fines for noncompliance. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Details are at <https://www.parsonsbehle.com/>.

### April 17, 6-8 p.m.

**"Protecting Your Product IP to Protect Your Business,"** presented by Workman Nydegger and the Utah Chapter of the Product Development Management Association. Location is Workman Nydegger, 60 E. South Temple, No. 1000, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**2018 Women's Entrepreneurial Conference**, with the theme "Branding, Marketing & Sales: Building Blocks for Growth." Event features speakers, breakout sessions and a pitch competition for over \$15,000 in grants to women-owned businesses. Location is Holladay City Hall, 2300 E. 4800 S., Holladay. Cost is \$99. Details are at <https://www.utwng.com/wng-event/2018-womens-entrepreneurial-conference/>.

see CALENDAR next page



# Utah Mining Association



*Join us at our 103<sup>rd</sup> Annual Convention!  
August 14-16, 2018  
Zermatt Resort  
Midway, UT*

**For more than 100 years, the Utah Mining Association has been the voice of the mining industry in Utah.**

**We proudly represent every facet of the mining industry, including:**

- Companies that explore for, mine, process, smelt and refine Utah's metals and minerals
  - The many companies that provide support to Utah's mining industry
  - Individuals interested in supporting and promoting the Utah mining industry.

***Your Membership Makes a Difference!***

***Join Today  
at  
UtahMining.org***



Utah Mining Association | 4286 S. Main St. | Salt Lake City, Utah 84107

## CALENDAR

from previous page

### April 18, 11:30 a.m.-4 p.m.

**B2B Expo**, hosted by the Davis Chamber of Commerce and Davis Conference Center. Keynote speaker is Jason Hewlett. Luncheon and speaker are at 11:30 a.m.-1:15 p.m. Expo is 1:15-5 p.m. Location is Davis Conference Center, 1651 N. 700 W., Layton. Free, and open to the public. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### April 18, 11:30 a.m.-1 p.m.

**Professionals Networking Group**, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at [chamberwest.com](http://chamberwest.com).

### April 18, noon-1 p.m.

**Professional Development Series**, a Utah Valley Chamber event. Location is the Provo LDS Employment Resource Center, 702 W. Columbia Lane, Provo. Free. Details are at (801) 818-6161 or <http://bit.ly/1tDS04k>.

### April 18, 5:30-6:30 p.m.

**QuickBooks Workshop**, a Small Business Development Center (SBDC) event. Location is the Orem SBDC, 815 W. 1250

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

### April 18, 5:30-6:30 p.m.

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

### April 19, 8-9 a.m.

**GDPR Compliance Presentation**, a Parsons Behle & Latimer event. Beginning May 25, General Data Protection Regulation (GDPR) will impact every company conducting business in Europe. GDPR requires extensive legal documentation and carries copious fines for noncompliance. Location is Parsons Behle & Latimer, 201 S. Main St., Suite 1500, Salt Lake City. Details are at <https://www.parsonsbehle.com/>.

### April 19, 9-11 a.m.

**Fourth Annual Education Appreciation Lunch**, a Murray Area Chamber of Commerce event honoring 16 teachers and students from 16 Murray schools. Location is Brio Tuscan Grille, 6173 S. State St., Murray. Cost is \$25 with prepaid RSVP by April 16, \$40 at the door. Details are at [murraychamber.org](http://murraychamber.org).

### April 20, 7:30 a.m.-noon

**Spring 2018 Nubiz Sym-**

**posium: "The Art & Science of Sales,"** a Nubiz event. Location is Weber State University, Shepherd Union Building, 3910 W. Campus Drive, Ogden. Cost is \$49 (two-for-one admission for chamber members). Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### April 24, 11:30 a.m.-1 p.m.

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event. Location is Hub 801 Events, 3525 Riverdale Road, Ogden. Cost is \$20. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### April 24, 5-7 p.m.

**Business Women's Forum Spring Mixer**. Location to be announced. Cost is \$15 for members, \$20 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### April 25-27

**Second Annual BambooHR Summit**, designed to provide attendees insights from industry luminaries and professionals on improving company culture, employee engagement, performance, and other important areas of high human resources impact. Location is Snowbird, 9385 S. Snowbird Center Drive, Snowbird. Cost is \$1,395. Details are at [www.bamboohr.com/summit/](http://www.bamboohr.com/summit/).

### April 25, 7:30-8:30 a.m.

**Coffee Meet Up**, a Holladay Chamber of Commerce event. Location is 3 Cups Coffee, 4670 S. 2300 E., Holladay. Details are at [holladaychamberofcommerce.org](http://holladaychamberofcommerce.org).

### April 25, 8 a.m.-3:30 p.m.

**"Interviewing and Hiring I,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$185. Details are at [employerscouncil.org](http://employerscouncil.org).

### April 25, 11:30 a.m.-1 p.m.

**Professionals Networking Group**, a ChamberWest event. Location is Golden Corral, 3399 W. 3500 S., West Valley City. No RSVP required. Details are at [chamberwest.com](http://chamberwest.com).

### April 25, 11:30 a.m.-1 p.m.

**"Women on the Rise,"** celebrating Administrative Assistants' Day. Location is The Gathering Place at Gardner Village, 1100 W. 7800 S., West Jordan. Cost is \$25. Details are at [utahwomenontherise.com](http://utahwomenontherise.com).

### April 25, noon-1 p.m.

**"Designing a Culture: Building a Foundation for Performance in 90 Days,"** a Silicon Slopes event. Speaker is Reza Ahmadi, principal at

Emergent Solutions Inc. Location is Silicon Slopes, 2600 Executive Parkway, Lehi. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### April 25, 3-5 p.m.

**"Think, Write, Get Funded: How to Prepare a Loan Package,"** a Women's Business Center event. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

### April 25, 6:30-8 p.m.

**"Social Entrepreneurship,"** a 2018 Lectures In Entrepreneurship event presented by the Westminster College Center for Entrepreneurship. Lectures are a college-level class open to the public. Speakers are Wendy Bird, founder of Pearls with Purpose; and Shawn Peterson, founder and director of The Green Urban Lunch Box. Location is Westminster's Gore Auditorium, 1840 S. 1300 E., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### April 26-28

**"Startup Ignition Express,"** a three-day lean startup bootcamp co-hosted by Startup

see **CALENDAR** page 15

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

*Creating Your Technology Roadmap*

#### GENCOMM provides real AV innovation designed to:

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

#### GENCOMM creates extraordinary results with:

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

#### Organizations look to GENCOMM when:

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

Visit our website at [www.gencomminc.com](http://www.gencomminc.com).  
Or call us today at (801) 266-5731  
to talk about your technology solution.



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

## Opinion

# Here's your next lesson in Swamp Spending 101: Omnibus Spending Bill

Republicans are once again proving why they actually deserve the label of the biggest swamp spenders. The latest gigantic omnibus spending bill will fund the government for the remainder of the fiscal year — with a price tag of \$1.3 trillion. That doesn't include entitlement funding or payments for the interest on our debt — which continue to grow and drive our debt higher, as Republicans have apparently given up on slowing down spending. President Trump signed the bill last week.

Most Republicans favored the bill as a way to avoid the self-inflicted risk of another government shutdown. Never mind that members had had no time to read the 1,000-page bill and figure out what is actually in it. They just had to take Senate Minority Leader Chuck Schumer's word. He said, "It has some things no one likes, and it has a lot of things not everybody likes but most people like. It was a fair compromise."

Schumer's uncharacteristic cheerfulness about the measure probably had much to do with the \$900 million in funding for

the Gateway tunnel project, a boondoggle supported by all New York-area lawmakers. It ended up in the final bill even though Pres. Trump threatened to veto the bill if the project were to be included.



VERONIQUE  
de RUGY

You can also expect Republicans and Trump to spin this as a "yuge" victory for their team. After all, isn't it a sign that they can govern? Sure, if you tolerate massive deficit spending, being irresponsible and pushing all that liability down the throat of future generations. I don't, because I actually care about the well-being of my kids and grandkids.

To be fair, this is no surprise. These are the same guys who agreed back in February to add \$300 billion of spending over two years to the already monstrous federal tab. Showing yet again that bipartisanship isn't good news for those of us who care about the fiscal path our country is on, the agreement blew the budget caps that were meant to control excess spending by opportunistic politicians.

Democrats are, of course, loving

it. Let's face it; they know that when Republicans are in power, they can act like a drunken teenager with Daddy's credit card, but they sober up when they have the gavel. What's worse, Republicans are terrible negotiators. For example, Democrats have once again managed to get most of their non-defense priorities funded by the Republican-controlled Congress and White House in exchange for allowing more defense spending. The result is a \$143 billion boost to this year's spending above budget caps. Who cares about budget rules and deficits when you can throw more cash at the Department of Defense?

This will, of course, lead to much larger deficits than originally projected. According to the Committee for a Responsible Federal Budget, red ink for 2018 will reach \$800 billion. That's a solid \$230 billion higher than what was projected by the Congressional Budget Office in its June 2017 10-year forecast. That's a whole \$2 trillion in additional debt after just one year of Republican control of the legislative and executive branches.

Larger deficits also mean larger interest payments. A CRFB analysis found that

"interest payments will quadruple, topping \$1 trillion per year in as little as a decade. That's more than we will spend each year on the military or Medicaid, and as a share of the economy, it is the highest in history. ... Over the next decade, we'll spend around \$7 trillion — \$55,000 per household — just servicing our debt."

The economy is growing. The scale of the Afghanistan War is relatively small — and even some defense hawks recognize that there's enough waste and unnecessary spending already in the military budget that could be cut to pay for whatever modernization is necessary. Unemployment is going down and people feel more hopeful about the economy. This is hardly the time for Republicans to deliver the biggest increase to federal spending in years. Yet that's what happened. Don't be fooled by the victory dance.

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

COPYRIGHT 2018 CREATORS.COM

## Cambridge Analytica scandal: Silicon Valley may get its comeuppance

We might look back on 2017 as the last moment of unbridled faith and optimism in the technology industry. The revelations about Cambridge Analytica's use of Facebook data — mining more than 50 million users' personal information — came at a time when people were already considering appropriate ways to curb the handful of powerful tech companies that dominate not just the American economy but, increasingly, American life.

As the information revolution took off in the 1990s, we all got caught up in the excitement of the age, the novelty of the products and their transformative power. We were dazzled by the wealth created by nebbishy 25-year-olds, who themselves became instant billionaires — the ultimate revenge of the nerds. And in the midst of all this, as America was transitioning into a digital economy, we neglected to ask: "What is the role for government here?"

The image of technology companies springing forth from unfettered free markets was never quite accurate. Today's digital economy rests on three major technologies: the computer chip, the Internet and GPS. All three owe their existence in large part to the federal government. The latter two were, of course, developed from scratch, owned and run by the government until they were opened up to the private sector. Most people don't realize that GPS — the global positioning system of satellites and control centers that is so crucial to the modern economy — is, even now, owned by the U.S. government and operated by the Air Force.

And yet, as these revolutionary tech-

nologies created new industries, destroyed others and reshaped communities and cities, we simply assumed that this was the way of the world and that nothing could be done to affect it. That would be socialist-style interference with the free market.



FAREED  
ZAKARIA

But the result does not seem one that a libertarian would celebrate. We now have a tech economy dominated by just a few mammoth companies that effectively create a barrier to entry for newcomers. In Silicon Valley today, new startups don't even pretend that they will ever grow to become independent companies. Their business plan is to be acquired by Google, Facebook, Amazon, Microsoft or Apple. The situation looks more like an oligopoly than a free market. In fact, through the age of big tech, the number of new business startups has been declining.

The other noticeable consequence has been the erosion of privacy, highlighted by the Cambridge Analytica/Facebook scandal. Because technology companies now deal with billions of consumers, any individual is a speck, a tiny data point. And since, for most technology companies, the individual consumer is also a product, whose information is sold to others for a profit, he or she is doubly disempowered. The technology companies would surely respond that they have democratized information, created products of extraordinary power and potential, and transformed life for the better. All this is true. So, did previous technologies like the telephone, the automobile, antibiotics and electricity. But precisely because of

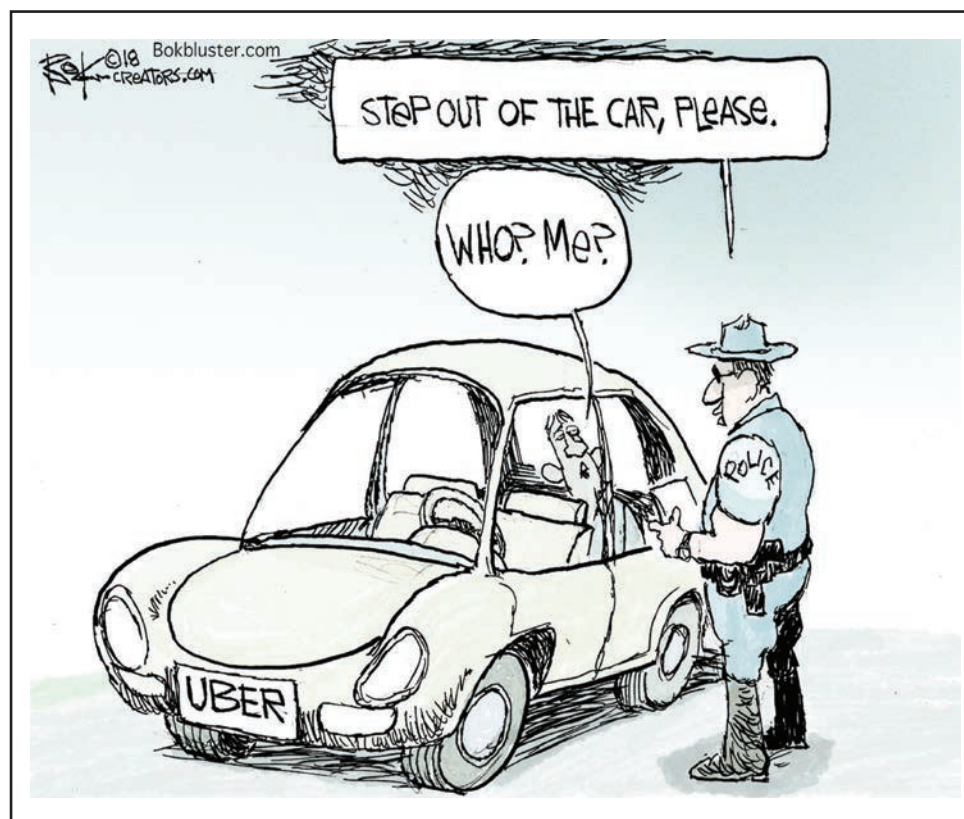
their power and transformational impact, it was necessary for the government to play some role in protecting individuals and restraining the huge new winners in the economy.

Change is likely to come from two directions. Regulatory action in the West will provide protections for the individual to better control his or her data. The European Union has established rules, which will come into effect on May 25, that will make it much easier for individuals to

know how their data is being used and to limit that use. It is likely that the U.S. will follow suit.

The second direction is even more intriguing and comes from the East. Until recently, as Indian entrepreneur Nandan Nilekani pointed out to me, there were just a handful of digital platforms with more than 1 billion users, all run by companies in the United States or China such as Google,

see ZAKARIA next page



# Opinion

## Why should I worry about what others think? Maybe I just need to chill out

Doreen Mary Carwithen was a British composer of classical and film music who died in 2003. While driving back from our annual trek to sunny California, my wife and I heard Carwithen's classic 1945 tune "One Damn Thing After Another" and my wife said, "How appropriate."

My wife has been a very vocal critic of Donald Trump since 2015 and every morning my son Nelson, who is part-dog, and I get an uninterrupted, 15-minute diatribe about Trump's misdeeds. Yes, I've heard about Trump firing Tillerson, about Gary Cohn resigning, about the trials and tribulations of Stormy Daniels and about Jeff Sessions' dismissal of Andrew McCabe. It is just one thing after another and if I had any courage, I would tell my wife to "just chill out."

But I don't have the courage and yet I do worry about what is happening, not only to my wife, but also to me. I have come to the conclusion that before I criticize anyone else, I better get my own house in order. I need to chill out.

Every Saturday morning, I look forward to having breakfast with a group of my friends. Before "Trump Time," our conversations were mainly about sports, grandchildren, aches and pains and the homeless.

Very seldom were politics brought up and if it was the subject of the morning, it was about local affairs.

Most of the guys in our group are lifelong Democrats and I am not. I am a liberal conservative who believes strongly that there must be a safety net for those truly in need. But my guiding principle, when it comes to politics, is that "people were born to be free."

In high school, I wrote an essay on the *Communist Manifesto* and I believe that this, along with my parents' staunch Republican leanings, shaped my early politics. But this political philosophy only lasted until I was about 30.

I was a salesman whose largest account was Hill Air Force Base. One day I found out that they were not going to be buying their supplies from me anymore. I eventually found out that a bureaucrat in the Department of Defense decided to centralize all supply purchases and my pocketbook took a big hit.

I eventually got the business back by testifying in front of a congressional committee that centralizing purchases in Washington, D.C., was unfair to small business. Ever since then, I have been an activist for the rights of the American dream.

My latest endeavor has been to take on ObamaCare, which was very unfair to small businesses like mine. My theory is that politicians, insurance companies and hospitals came up with ObamaCare in order to line their pockets with silver and gold. But only one other person in our Saturday breakfast group believes the same. The big question now becomes: "Should I worry about the way they feel?"

When it comes to the survival of small business, you better believe I worry about what they think. But when it comes to Trump, I have decided that I really don't

give a damn what they think.

This coming Saturday morning, I'm going to try to keep my comments centered around sports, grandchildren, aches and pains, the homeless and ObamaCare.

*"Right now, I am trying to be in a place of calm, a place where I can chill out and handle the chaos of life. You don't get it overnight; you have to work at it. It's a daily struggle."* - Jackee Harry, actress and television personality.

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



ROBERT PEMBROKE

### ZAKARIA

from previous page

Facebook and Tencent. But now, India has its own billion-person digital platform: the extraordinary "Aadhaar" biometric ID system, which now includes almost all of the nation's 1.3 billion citizens (and whose creation Nilekani oversaw). It is the only of these massive platforms that is publicly owned. That means it does not need to make money off user data. It's possible to imagine that in India, it will become normal to think of data as personal property that individuals can keep or rent or sell as


they wish in a very open and democratic free market. India might well become the global innovator for individuals' data rights.

Add innovations in blockchain technology and we are likely to see more challenges to the current gatekeepers of the Internet in the near future.

Whether from East or West, top down or bottom up, change is coming to transform the world of technology. Properly handled, it can produce freer markets and greater individual empowerment.

Fareed Zakaria's email address is [comments@fareedzakaria.com](mailto:comments@fareedzakaria.com).

(c) 2018, Washington Post Writers Group





# 2018 UTAH GENIUS AWARDS

## 10th ANNIVERSARY












Honoree Showcase 6:00 p.m. - 7:00 p.m. The Sheraton Hotel    Awards banquet 7:00 p.m. - 9:30 p.m.

Friday, April 6

Presented by:

Sponsored by:















Honoring Utah's

Top 20 Patentees

Top 10 Trademark Registrants

Top 20 Companies by Patents Issued

HONORING

President, CEO & Co-Founder  
of Enclavix, LLC  
Lifetime Achievement Award

KEYNOTE SPEAKER

Executive Director  
of GOED

Online registration at: [www.utahgenius.com](http://www.utahgenius.com)

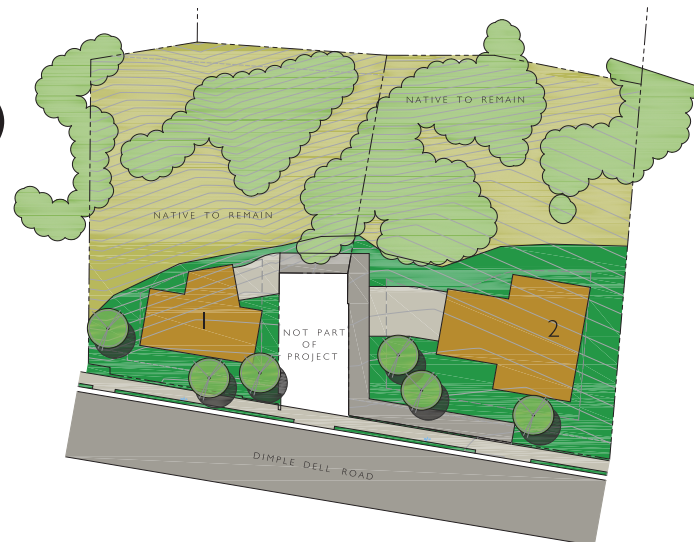
# Dimple Dell Ridge

## 2 LOTS AVAILABLE

1700-1735 East Dimple Dell Road (10600 South)  
Sandy, Utah

**Adam Nash**  
**801-580-1428**

Growth Aid, LLC  
adam@growthaid.com



# Revolutionizing Real Estate

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

### Why Brandon Wixom?

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

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



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



**FEATURED LISTING**

**MIDVALE CITY**

**22-31**

**Build to Suit**

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

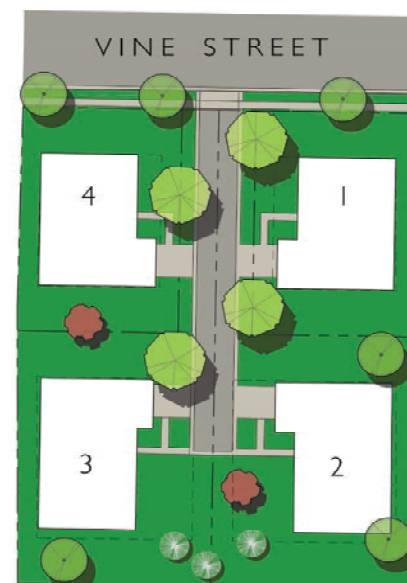
# Vine Street Court

## 4 LOTS AVAILABLE

1500-1508 East Vine Street (6100 South) Murray, Utah

**Adam Nash**  
**801-580-1428**

Growth Aid, LLC  
adam@growthaid.com



**MILLER***from page 1*

uate of the J. Reuben Clark Law School and holds a master of public administration degree from the Romney Institute of Public Management at Brigham Young University.

“Derek is a proven leader with experience in both the public and private sector. He has spent the majority of his career focused on Utah’s prosperity and growing our economy into one of the most competitive in the country. He knows this state and understands the needs of our business community. I feel confident he is the right person to lead the Salt Lake Chamber into the future,” said Wilford Clyde, chairman of the Salt Lake Chamber board. “I want to thank the search committee for the long hours and their commitment to the selection process.”

The search committee select-

ed Miller after a three-month search process. The committee, composed of past and current board chairs of the Salt Lake Chamber and Downtown Alliance and key business leaders, presented a recommendation to the executive board of the chamber for a vote. The selection was endorsed by the chamber’s board of governors.

“I cannot express how grateful I am to have been able to lead this great organization for the last 15 years,” said Beattie. “The successes of the Salt Lake Chamber and the Downtown Alliance would not have been possible without the dedication and participation of this state’s business community. By working together, we have accomplished many great things, and I have no doubt that with the continued leadership of our board, the engagement of our business leaders and the commitment from this great staff that those successes will continue for many years to

come. I am confident Derek Miller will be a great leader for the Salt Lake Chamber and Downtown Alliance.”

World Trade Center Utah expressed its gratitude for Miller’s service to the organization. “Since Derek was introduced as WTC Utah’s president and CEO in June of 2014, the organization has experienced phenomenal growth and hundreds of Utah companies have expanded their business overseas,” said Scott Anderson, chair of the WTC Utah board of directors. “On behalf of the board, I express my appreciation to Derek for his exceptional leadership in overseeing and advancing the state’s prominent position in the global business environment.”

Anderson will chair a search committee to seek Miller’s replacement at WTC Utah, the organization said.

Miller will assume his new duties at the chamber and Downtown Alliance on April 30.

**INVESTORS***from page 7*

vereign wealth funds, insurance companies and pension funds — are more interested in core assets than are other types of investors, with 33 percent indicating core as their preferred strategy versus 20 percent of overall investors.

“Given the declining return environment, it is no surprise that investors are racing to find the next Seattle by increasing their focus on the higher-yield potential of high-growth secondary markets,” said Spencer Levy, head of research, Americas, at CBRE. Investors are also moving further out on the risk spectrum to look for more opportunistic equity deals. Markets like Tampa Bay, Nashville, Montreal and Portland all rose substantially in investor interest this year, not

only because of superior current yields than the majors, but for the single most important factor of all: higher projected office-using job growth. Investing in markets with the fastest job growth can lead to greater NOI growth and additional cap rate compression even in a rising interest rate environment.”

Industrial is increasingly the preferred property type, cited by 50 percent of investors as the most attractive for investment in 2018, up from 38 percent in 2017. Multifamily (20 percent) and office (14 percent) are the next attractive property types, though their shares decreased from last year. Despite competition from e-commerce, the retail sector improved modestly from last year, attracting 10 percent of investors compared to 8 percent in 2017.

Investor interest in “alternatives” strengthened significantly

across most sectors. Real estate debt (37 percent) is the No. 1 alternative currently held by most investors and will be targeted most actively this year. Student housing, senior housing and health-care are the next most common alternatives, each held by roughly 20 percent of investors.

The breakdown of anticipated capital deployment amounts is roughly comparable to 2017, although expectations for larger purchases in the \$2 billion to \$5 billion range are noticeably higher (14 percent in 2018 versus 9 percent in 2017). Institutional investors have different expectations than the average investor, with half intending to deploy more than \$1 billion of capital this year and one-third intending to deploy more than \$2 billion (compared to 28 percent and 18 percent, respectively, for other investor types).

**CALENDAR***from page 11*

Ignition and Grow Utah and designed to help entrepreneurs be more successful and raise capital when needed. Location is Davis Technical College/Business Resource Center, 450 Simmons Way, Kaysville. Cost is \$1,999. Details are at <https://startupignition.com/express-northfront>.

**April 26, 8 a.m.-noon**

“Utah Crowdfunder Series: Core Experience,” created for tech, product, game and social entrepreneurs. Keynote speaker is Neal Harmon of VidAngel. A panel will discuss “How to do it Right on Kickstarter & IndieGoGo.” Location is Salt Lake Community College’s Miller Campus, Karen

Gail Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$27. Details are at <https://www.utahcrowdfunder.com>

**April 26, 11:30 a.m.-1 p.m.**

**ChamberWest Luncheon Series.** Speaker is Officer Anthony Tueller of the West Valley City Police Department discussing “Mental Preparation for Deadly Encounters.” Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$20 for members with RSVP. Details are at [www.chamberwest.com](http://www.chamberwest.com).

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

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

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

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

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

**April 27, 8 a.m.-5 p.m.**

**12th Annual Utah Economic Summit,** hosted by Gov. Gary Herbert. Event includes keynote presentation by Mitch Lowe, co-founding executive of Netflix and chief executive officer of MoviePass, “power” presentations, breakout sessions and a closing reception. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at [utaheconomicssummit.com](http://utaheconomicssummit.com).

**CLASSIFIED****CAREERS****International Relief Teams Seeks Skilled Construction Volunteers**

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

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

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

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

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

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

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

**CAI***from page 1*

labor market and strong savings growth have increased perceptions of personal wealth growth across the state.”

Continued faith in Utah’s robust job market has helped Utahns remain optimistic about the future trajectory of the economy, despite moderate inflation statewide. Utah currently has posted an annualized inflation rate above 3 percent in each of the past 10 months.

Despite some inflationary pressure, Utahns are more optimistic about the state government’s ability to enact good economic policy. Forty-nine percent of Utahns believe the state government is doing a “good job” of taking appropriate steps to improve the statewide economy, up from 46 percent in February.

Perceptions of the federal government however, have not improved, possibly due to President Trump’s recent announcement of sweeping tariffs on imported steel and aluminum. According to the most recent CAI survey data, only 24 percent of Utahns feel the federal government is doing a “good job” of taking appropriate steps to improve the nationwide economy, down from 28 percent in February.

“It’s reassuring to see that although Utahns have lost a bit of confidence in federal economic policy, they are still confident in local economic policy making,” said Randy Shumway, chairman and partner of Cicero Group, a Salt Lake City research firm that does data collection and analysis for the CAI. “As policy-makers statewide continue to support innovation and good governance, I see no reason as to why the economy shouldn’t continue to grow.”

We helped Maverik save \$130,000  
a year by being wattsmart®.  
That's energy on the go.



How can we help you?  
Find energy savings at [wattsmart.com](http://wattsmart.com).



© 2018 Rocky Mountain Power. wattsmart is registered in U.S. Patent and Trademark Office.

