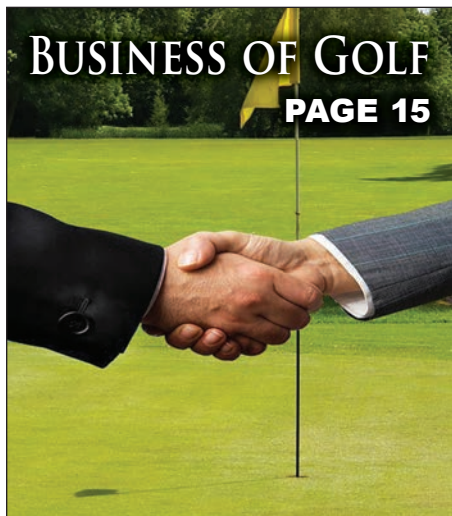
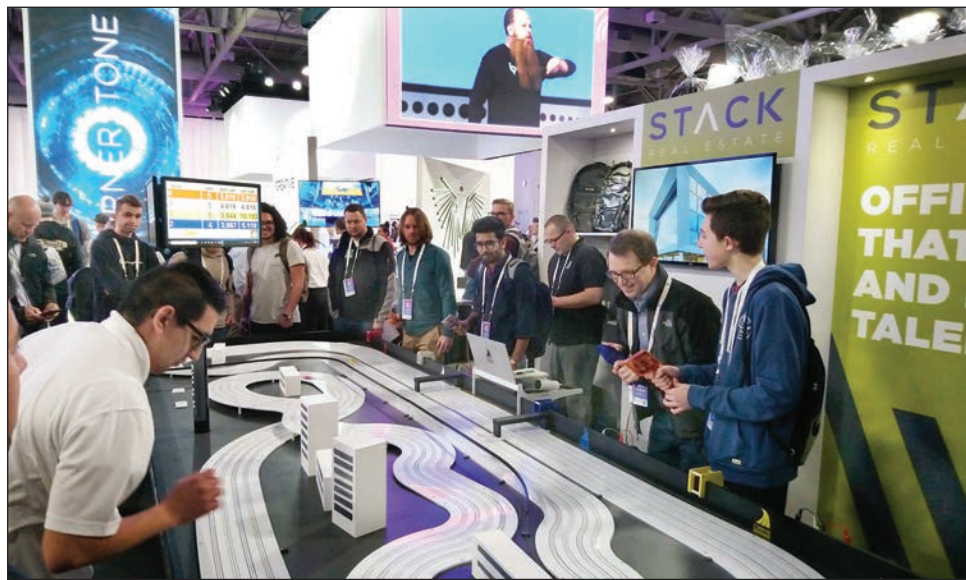


Focus



BUSINESS OF GOLF PAGE 15

Sponsored by:



Some attendees at the recent Silicon Slopes Tech Summit take a moment to race toy cars at the Stack Real Estate booth while a general session presentation is broadcast in the background. The third annual event at the Salt Palace Convention Center attracted about 23,000 people.

Silicon Slopes leaders pledge \$5 million for computer science

Brice Wallace
The Enterprise

Silicon Slopes' push to get computer science in every Utah school was announced last year, but this year, the organization's leaders have made a huge financial commitment to the effort.

During the recent Silicon Slopes Tech Summit at the Salt Palace Convention Center, five leaders each promised to give \$1 million to match funding they hope will be approved by the Utah Legislature during its current general session to improve the pipeline supplying the workforce for the tech industry.

Since last year, "we have experienced incredible momentum," said Aaron Skon-

nard, CEO of Pluralsight. "In the last 12 months, so much has happened and so much has changed to the point that we're now confident to declare that we have a state strategy and a commitment by the governor to get computer science in every school across Utah, including rural Utah, by 2022 — four years from now. ... And because of what's happening, I know that this is going to be a reality for our state in four years, and there's nothing more important to our tech-driven future right here in Silicon Slopes."

Gov. Gary Herbert's budget recommendations include \$3.9 million for Talent Ready Utah grants to support the expansion of computer science course offerings in Utah secondary schools and aims to of-

see SUMMIT page 4

Utah called nation's healthcare industry innovation 'hotbed'

A new report from Seattle-based healthcare think tank Cambria Grove and the Economic Development Corporation of Utah (EDC Utah) shows that Utah is a hotbed for healthcare industry innovation. Released Jan. 30, the report is titled "Utah Health Care Innovation Landscape."

With an employment density that is more than twice the national average, Utah saw healthcare innovation jobs grow by more than 22 percent over the past five years, according to the report. The study, conducted in 2018, quantifies the healthcare innovation work taking place in Utah and classifies it into the categories of health IT; digital health; life sciences; and innovative services such as telehealth, concierge care or patient navigation platforms.

The study found that the healthcare sector has had a significant impact on Utah's economy and directly accounts for \$7.1 billion in sales and output, or dollars spent and produced as a result of employment or capital investment in the industry.

The healthcare innovation sector employs 34,130 in the state, with an average compensation of \$90,250 compared to the state average of \$55,442 per worker. Fifteen percent of Utah's healthcare sector jobs are in innovation that accounts for 25 percent of the total output.

The study found that there was \$312.3 million in total venture capital investment in 2017 in healthcare innovation companies.

In addition, when capturing direct, in-

see HOTBED page 11

Lampropoulos named chamber's Giant in our City

Fred Lampropoulos, founder of South Jordan-based Merit Medical, has been named by the Salt Lake Chamber as its 40th Giant in our City. The annual award honors those with exceptional and distinguished service and extraordinary professional achievement, the chamber said.



Fred Lampropoulos

Lampropoulos founded Merit Medical in 1987 with the goal of becoming the world's most customer-focused health care company. Now, 30 years later, Merit is a leading manufacturer and marketer of

disposable medical devices and holds over 800 patents and pending applications representing inventions used in diagnostic, interventional and therapeutic procedures. With manufacturing facilities in the United States, The Netherlands, France, Ireland, Mexico, Brazil, Singapore and Australia, Merit Medical employs close to 6,000 people and generates nearly a \$1 billion in global revenues.

"When you consider that Utah's life sciences sector accounts for almost 8 percent of the state's GDP — about \$13 billion annually — you see just how big of an impact Fred Lampropoulos and Merit Medical has on Utah's economy," said Derek Miller,

president and CEO of the Salt Lake Chamber. "It's not just Fred's business acumen that has earned him his success, but also his leadership style, his drive and determination, which he credits to his time as a Special Forces officer in the U.S. Army, that have helped make Merit Medical what it is today. This is a man who has not only built a billion-dollar company with the goal of saving people's lives, but a leader who has also made it his mission to build people up."

Prior to founding Merit Medical, Lam-

see GIANT page 11



OODA Health expanding by 60 jobs in Utah

A San Francisco-based healthcare IT company with operation in Utah intends to expand its operations in Salt Lake City. OODA Health expects to add 60 employees to its 24 already working in the state, according to an announcement made jointly by Salt Lake City and the Economic Development Corporation of Utah (EDCUTah). The company will add a tech and engineering office, the statement said.

OODA Health is focused on transforming the healthcare payment system by enabling collaborative, real-time interactions between providers, insurance companies and patients. To accomplish this, the firm is building a real-time payment platform, beginning with two products, one for patient payments and another for payer payments. These products reduce administrative costs and allow healthcare professionals to spend more time caring for their patients, the company said.

"Salt Lake City has an impressive concentration of world-class technical talent, undoubtedly due to the great quality of life in the area," said Seth Cohen, co-founder and president of OODA Health. "We want to continue investing in our employees and leveraging Utah's impressive technology and engineering talent."

The name OODA Health is taken from the "OODA Loop," a concept that emerged from a U.S. Air Force acronym that stands for "Observe, Orient, Decide, Act," an emblem of the company's approach, Cohen said. EDCUTah provided the company research, hosted them several times

for meetings and site visits and connected them with people in the community, according to Cohen.

"Working with local economic development teams has been very positive. Everyone has been helpful in providing guidance, advice and media help," Cohen said. "They helped us better understand the landscape in Salt Lake City, which was very helpful for a company based out-of-state."

"As a best state for healthcare and an emerging tech scene, Utah is the optimal landing place for this innovative company," said Val Hale, executive director of the Governor's Office of Economic Development. "OODA's presence in Utah will elevate the state's award-winning healthcare industry as they increase personal care and decrease costs."

"We're excited for OODA Health to join a vibrant, diverse, global innovation hub with some of the greatest entrepreneurs and companies in the world," said Lara Fritts, Salt Lake City's economic development director. "This dynamic community was highlighted when our team connected OODA Health to the Silicon Slopes Tech Summit."

"The opportunity for impact is enormous," said Theresa Foxley, president and CEO of EDCUTah. "Not only does OODA Health bring more innovation and quality jobs to Salt Lake City, but they are also working on new solutions to solve our nation's rising health care costs. Their culture will be a nice addition to our Silicon Slopes community."

Simplus announces acquisition of Australia-based Squire Peg

Simplus, a Salt Lake City-based sales technology company, has acquired Squire Peg, a Sydney, Australia, sales software vendor. Squire Peg was Simplus' first Salesforce Australian partner, the company said. The investment is Simplus' first international acquisition and sixth Salesforce consulting partner acquisition since 2016. Salesforce is a cloud-based customer relations software package used by both companies.

Squire Peg has been using the Salesforce technology since 2004. It has offices in Sydney and Melbourne.

"Squire Peg is a pioneer in the Asia-Pacific region," said Ryan Westwood, CEO of Simplus. "We are thrilled to work with the talented leadership of Squire Peg and combine forces to further grow our presence and continue making an impact in the global Salesforce marketplace. We appreciate the continued support of Salesforce Ventures, who has been an incredible partner to both Squire Peg and Simplus."



Reid Meldrum, managing director of Squire Peg, will become a prominent Simplus shareholder as part of the acquisition, according to a release from Simplus. "I am thankful for the opportunity I had almost four years ago to lead Squire Peg through to this next phase of growth," Meldrum said. Simplus brings another level of resources to help Squire Peg continue to thrive in the growing Salesforce ecosystem in Australia. We're excited about what the future holds for Simplus in Australia and New Zealand, as we will be able to expand our current offering to include innovative quote-to-cash solutions."



UTAH'S PREMIER BUSINESS & LITIGATION GROUP.

Established over 30 years ago, Strong & Hanni's Business & Commercial Litigation Group provides full legal services in a wide range of disciplines including, corporate representation, litigation, contract drafting and negotiation, mergers and acquisitions, employment, real estate, securities, tax and estate planning. With a such a wide range of business and personal legal services, we represent both public and private companies and individuals. We have watched our clients grow and have assisted them in developing into successful enterprises of all sizes.

STRONG & HANNI
LAW FIRM
strongandhanni.com

SkyWest orders \$422 million worth of new Embraer jets

SkyWest Inc. of St. George continues to grow with the announcement last week that it has ordered nine E175 jet airliners from Brazilian aircraft manufacturer Embraer. Delivery of the jets is expected to begin this year. Based on current pricing, the order is worth \$422 million.

"We're pleased to continue adding new E175 aircraft under long-term contract to our increasingly efficient, agile and flexible fleet," said Chip Childs, SkyWest CEO and president. "We appreciate Embraer's strong partnership and remain impressed with the Embraer product."

SkyWest Inc. is a regional airline company and the holding company of SkyWest Airlines. The airline was founded in 1972 and employs nearly 14,000 in its North America operations. Its airlines operate 2100 daily flights carrying approximately 40 million passengers annually.

"Since 2013, SkyWest has purchased a total of 158 E175s, including these nine, in order to expand their large existing fleet of Embraer aircraft," said Charlie Hillis, vice president of sales and marketing for Embraer's Commercial Aviation division. "We are extremely proud of their ongoing support for the E-Jets program."

Embraer has sold about 565 E175s to airlines in North America since January 2013, representing 80 percent of all orders in the 70-75-seat segment preferred by regional airlines.

Steward Health Care names Dunn Utah president

Steward Health Care, owner and operator of five hospitals in northern Utah



Brian Dunn

has named Brian Dunn as its regional president for Utah. Dunn has more than 30 years of experience in management of regional healthcare organizations.

Michael Jensen, who has been the interim regional president since June, will continue as president of Davis Hospital and Medical Center in Layton.

In addition to the Davis Hospital, Steward Health Care owns the Jordan Valley Medical Center, Jordan Valley Medical Center-West Valley Campus, Mountain Point Medical Center and Salt Lake Regional Medical Center. The Utah Steward network also includes the Davis Hospital Weber Campus Emergency Department and the Steward Urgent and Primary Care centers in Taylors-

ville and Woods Cross. Steward is the nation's largest private, for-profit, physician-led healthcare network, the company said.

"I'm excited and humbled to take on the role as Steward's Utah regional president," said Dunn. "This is a community I have served for many years and I look forward to building on the access to high-quality and affordable healthcare Steward provides the greater Salt Lake region."

Most recently, Dunn was an operating partner at private equity firm The Riverside Co. Prior to Riverside, he served as the CEO at Success Health and executive vice president for hospital operations at Promise Healthcare. Dunn has also worked for CHG Healthcare Services and as the CEO and president of Salt Lake Regional Medical Center. Dunn returned to the Salt Lake community after having served as the Arizona and Nevada regional president for IASIS Healthcare. IASIS was acquired by Steward in 2017.

"It has been a great privilege

to serve as the interim president for Steward in this important and thriving market. I look forward to continuing to serve the Wasatch Front at Davis Hospital and Medical Center," said Jensen. "We are pleased to welcome Brian back to the Steward family. He has served as an outstanding and respected leader in this community and his leadership experience will be invaluable to strengthening Steward's presence here."

Dunn earned his bachelor of arts degree from the University of Utah and his master of health administration from Virginia Commonwealth University/Medical College of Virginia. He has served on various community boards, including the American Heart Association's Utah Chapter, Catholic Community Services, Salt Lake Applied Technology College and the David S. Eccles School of Business at the University of Utah.

American Fork's InsideOut appoints Bennett as new CEO

InsideOut Development, an American Fork-based developer and marketer of workplace coaching products, has appointed Bill Bennett as its new CEO.

"In his new role, Bennett will work with founder and president Alan Fine and the executive team to develop new programs and technologies that will enhance the company's workplace coaching offering and meet growing demand," the company said in a release.

"Now is the ideal time to bring in Bill as the chief executive officer at InsideOut Development," said Fine. "For the past 25 years, our company has not only been providing Fortune 1000 brands with workplace coaching, but has also developed its employees using the same foundational principles. As someone who encapsulates the tradition of coaching, Bill will be an invaluable leader as our company continues to grow."

Bennett has worked at InsideOut Development since 2015, leading the marketing, professional services, sales and customer success teams as president of customer experience. During his work, Bennett and his team were instrumental in developing new coaching programs such as company products Breakthroughs and Coaching.

"While building a culture of coaching is known to boost engagement and morale, it is in reality the single most powerful lever to increase results," said Bennett. "By enabling your

teams to deliver at their highest potential through coaching, companies can expect to increase sales, boost productivity and develop a truly engaged and lasting employee base. What makes our company unique is the InsideOut mindset, or the belief that everyone has the capacity to learn and perform at a higher level. This belief is not only central to our coaching programs, but it's a tradition among our team at InsideOut that I am eager to continue as the new CEO."

Bennett will be responsible

for bringing new technology and solutions to market in response to high demand for innovative and scalable coaching programs, according to Fine. The InsideOut mindset and GROW model, co-created by Fine, will remain core elements in every new offering.

"While past management styles focus on teaching new skills and overseeing tasks, our model will remain focused on instilling employee accountability and empowerment," said Bennett. "The happiest state of our career is when people give us an

end goal, a few boundaries and the freedom to figure it out. Using this mindset, we make it our business to improve the workplace environment and ultimately change lives for the better."

InsideOut Development was founded in 1985 and employs about 90 people in its Utah operation. It conducts leadership, management and front-line employee training programs; executive coaching services; team performance workshops; and reinforcement services to a global clientele.



What We Do:

South Valley Services (SVS) provides options through counseling, case management, prevention and shelter to women, children and men who have experienced domestic violence to live life free from violence.

Making a Difference:

- 2,057 Hot Line Calls
- 1,606 Hours of Child Care
- 1,647 Hours of Case Mgmt.
- 413 Community Outreach Events
- 1,864 Volunteer Hours
- 1,472 Hours of Crisis Therapy
- 14,702 Nights of Safe Shelter



www.svsutah.org

To donate, volunteer, or if you need help, call 801-255-1095.

The 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.slenterprize.com

PUBLISHER & EDITOR
R. George Gregersen

PRESIDENT
David G. Gregersen
david@slenterprize.com

VP/GENERAL SALES MANAGER
Dale Dimond
dale@slenterprize.com

MANAGING EDITOR
John M. Rogers
john@slenterprize.com

CONTROLLER
Richard Taylor
richard@slenterprize.com

OFFICE MANAGER
Dionne Halverson
dionne@slenterprize.com

CLASSIFIED AND REAL ESTATE
david@slenterprize.com

CIRCULATION
Dionne Halverson
dionne@slenterprize.com

LIST DEVELOPMENT
Lanece Gregersen
lists@slenterprize.com

ADVERTISING INQUIRIES
david@slenterprize.com

TO CONTACT NEWSROOM
john@slenterprize.com

ART SUBMISSIONS
art@slenterprize.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, its 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

SUMMIT

from page 1

fer at least three unique computer science classes in every middle school.

HB227, sponsored by Rep. John Knotwell, R-Herriman and also CEO of the Utah Technology Council, calls for the creation of the computer science grant program through Talent Ready Utah and pegs the appropriation at \$10 million. As of the middle of last week, the bill had yet to be heard by a legislative committee.

The tech leaders making the \$1 million commitment are Skonnard; Josh James, CEO of Domo; Dave Elkington, CEO of InsideSales; Ryan Smith, CEO of Qualtrics; and Todd Pedersen, a Silicon Slopes executive board member and CEO of Vivint.

"I've been building tech companies here for a while and obviously one of the challenges is always finding more engineers. ... We're actually pretty good at producing children in our state — we're best in the country at that. In terms of always making sure they're computer science-educated, [it] hasn't been so great," James said. "I wanted my kids to take computer science. It's not offered. That's why I'm excited about it and passionate about it."

"No state has been able to do it," Smith said. "Everyone wants to do it. It makes sense. No one's been able to do it, and we're going to be the first one."

"What we're trying to do is say, 'We believe in this state,'" Pedersen told the crowd. "We believe in the future of the state. The state needs to innovate when it comes to education, and all of you are needing this to happen so that you have future employees that you're going to employ and they're going to drive this economy in the state. ..."

"So, we're just up here saying, 'We believe, and we'll do it,' and we're trying to put a little bit of pressure on the Legislature to make this happen, and you need to help us do that."

"This is happening on a grassroots basis already," Elkington said. "We're not going to get there with grassroots. We have to do this at scale. And I agree with Ryan: Let's be the first state to do this. Let's show the rest of the country and the rest of the world what it's like to empower our kids for the future."

Lt. Gov. Spencer Cox said that only 53 percent of Utah high schools offer a computer science class, and only about 30 percent have an advanced placement computer science offering. "We just have so, so far to go," Cox said.

"It's not mandatory," Herbert said of the proposed computer science offerings that would



An attendee at the recent Silicon Slopes Tech Summit at the Salt Palace Convention Center takes advantage of a break in the action to check his email in a hallway near the main meeting hall.

be expanded, "but it will be an option so that people can see the opportunities out there and the benefit it would be to have that kind of a skillset as they go on to college, technical college and career opportunities."

The governor said a workforce gap exists because 500,000 jobs are open in the technology sector but only about 50,000 are being filled. That's a 10-percent rate, but Utah's is even lower, at about 7 percent, he said.

"Clearly, as we've extended our STEM education programs, technology is really the lynchpin to so many jobs and virtually every industry has some need for technology."

"We need to provide opportunities for our young people to understand and appreciate there's a great career out there if you look at computer technology, so we're trying to make sure that that's an option out there available for them. ... It's needful to have something that lines up, really, with the growing demand in the global marketplace, and computer science is that area."

Cox said it's a cliché to say that every company is a tech company, "but it also happens to be true." He talked about tech be-

ing used by dairy farmers to milk cows, determine whether the milk is good and how much food the cows have eaten, and the truck driving industry has been changing with advances in GPS and automation.

"It's not just Silicon Slopes," Cox said. "It's everywhere, and if our kids are not prepared for that — that change in the global economy — we're going to be in a world of hurt five years from now, 10 years from now. Actually, we're kind of in a world of hurt right now with the gap that the governor mentioned."

Carine Clark, a member of the Silicon Slopes executive board and CEO at Banyan, said Silicon Slopes is committed to having computer science in every school by 2022 "not just because it's the right thing to do, but because we have to."

"By 2026, there will be 1.1 million open jobs in technology," she said. "In our current pipeline of college students, master's students — so, six years — we can only fill 45 percent of those jobs, and it's going to be a problem not just for Utah, not just for the United States, but for the world, because as the No. 1 economy on the planet, it matters."

RMP makes surcharge refunds

Customers of Rocky Mountain Power will receive partial refunds of energy efficiency surcharges collected by the utility on 2018 utility bills, the company has announced. The refunds will be included as credits on February and March electricity billings.

In November, Rocky Mountain proposed the refunds before the Utah Public Service Commission (PSC), saying it had identified more-efficient ways to deliver its energy-efficiency programs to customers. The PSC approved the refunds last month.

The company will refund a total of \$14.5 million to active customers, it said. The average residential customer will get a one-time \$7.30 credit on their bill.

In addition, the ongoing surcharge for energy efficiency will decrease from approximately 3.66 percent to 3.54 percent.

Energy efficiency is a foundational part of the company's mix of resources, according to a release from Rocky Mountain. Widespread adoption of energy-efficiency measures has allowed the company to spend less while still achieving efficiency targets, resulting in a better value for customers. The program promotes energy-efficiency programs that coordinate when electricity is used, as well as reduce overall electrical use to help customers save money. These programs are funded by an efficiency charge, which appears as a line item on the customer bill.

CORPORATE FINANCIAL REPORTS

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

SkyWest

SkyWest Inc., based in St. George, reported net income of \$67 million, or \$1.28 per share, for the fourth quarter ended Dec. 31. That compares with \$290 million, or \$5.46 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$803 million, up from \$771 million in the year-earlier quarter.

For the full year 2018, the company reported net income of \$280 million, or \$5.30 per share, which compares with \$429 million, or \$8.08 per share, for 2017. Revenue in 2018 totaled \$3.22 billion, up from \$3.12 billion in 2017.

SkyWest Inc. is the holding company for SkyWest Airlines and SkyWest Leasing. SkyWest Airlines has a fleet of nearly 500 aircraft connecting millions of passengers each month to over 250 destinations and provides commercial air service in cities throughout North America with more than 2,100 daily flights. SkyWest Inc. has nearly 14,000 employees.

"The fourth quarter completed a strong 2018 for SkyWest, with our people continuing to produce an exceptional product for each of our mainline partners and customers," Chip Childs, president and CEO, said in announcing the results. "We look forward to moving ahead as one airline in 2019 as we continue to reduce risk, increase flexibility and ensure we're best positioned for continued opportunities."

Utah Medical Products

Utah Medical Products Inc., based in Salt Lake City, reported net income of \$3.4 million, or 90 cents per share, for the fourth quarter ended Dec. 31. That compares with a new loss of \$2.5 million, or 67 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$9.8 million, down from \$10.2 million in the year-earlier quarter.

For the full year 2018, the company reported net income of \$18.6 million, or \$4.95 per share, on sales of \$42 million. That compares with net income of \$8.5 million, or \$2.28 per share, on sales of \$41.4 million in 2017.

Utah Medical Products develops, manufactures and markets disposable and reusable specialty medical devices.

Varex Imaging

Varex Imaging Corp., based in Salt Lake City, reported net income of \$3 million, or 8 cents per share, for the fiscal first quarter ended Dec. 28. That compares with \$11 million, or 30 cents per share, for the same quarter a year earlier.

Revenues totaled \$186 million, up from \$176 million in the year-earlier quarter.

Varex Imaging designs and manufactures X-ray imaging components, which include X-ray tubes, digital detectors and other image processing solutions that are key components of X-ray imaging systems. It employs approximately 2,000 people at manufacturing and service center sites

see EARNINGS page 11

Introduce your savings to a better rate.

Access our best and most competitive rates with a Key Business Gold Money Market Savings® Account.

2.00% APY

Key Business Gold Money Market Savings® Account

For balances of \$25,000-\$1,999,999.99

You'll have direct access to your funds through check, mobile, online, branch, and ATM, and can transfer as needed into a Key Business Checking Account.

Visit your local KeyBank branch to open an account.

KeyBank 
Use the red key.®

Offer available ONLY in the Utah Market. To avoid a monthly Maintenance Service Charge of \$18 you must maintain a \$25,000 minimum daily balance in a Key Business Gold Money Market Savings Account AND you must have or open a Key Business Reward Checking® Account. The Annual Percentage Yield (APY) is in effect on the day the Account was opened provided balance and checking account requirements are met or an inquiry was made as specified above. The applicable Interest Rate applies to the entire balance in the Account. Rates are guaranteed only to the extent specified in this disclosure and in the Business Savings Account Fees and Disclosures. The APY is accurate as of 1/18/19 and is subject to change without notice. Fees may reduce the earnings on this account. Offer is available only to businesses, and only one new account per business at this rate. If you currently have a Key Business Gold Money Market Savings Account, you would have to open another Key Business Gold Money Market Savings Account and meet the requirements to be eligible for the Interest Rate. ©2019 KeyCorp. KeyBank is Member FDIC. 526180-2019

Industry Briefs

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

BANKING

• The board of directors of **Zions Bancorporation**, Salt Lake City, has approved a plan to purchase up to \$275 million of common shares during the first quarter of 2019. The board customarily considers capital actions on a quarterly basis; additional capital actions will be considered in future periods. Zions said it will continue to use stress testing as its primary mechanism to inform its decisions on the appropriate level of capital, based upon actual and reasonably probable stressed economic conditions. Its hypothetical post-stress capital results, as can be found on its website, are substantially stronger than regulatory minimum capital guidelines, it said. Zions conducts frequent stress testing in targeted areas throughout the year.

CONSTRUCTION

• **Beecher Walker**, a Holaday-based commercial architecture firm, has hired **Molly G. Enos** to lead the design efforts in its newly revamped interiors department. Also a licensed architect, Enos joins the firm most recently from Southern California, where she specialized in commercial, residential and community-based architecture and interiors projects. Enos' education includes a Bachelor of Arts in International Business degree from Westminster College. Beecher Walker also



Molly Enos

has created a strategic alliance with West Coast-based **Garrison Hullinger** and his namesake firm, **Garrison Hullinger Interior Design** (GHID). Beecher Walker has been collaborating with the 35-person studio for some time on projects both Beecher Walker has brought to GHID and vice versa. GHID has a particular strength in hospitality and multi-family living but is also innovative with interiors for office.

CORPORATE

• **Co-Diagnostics Inc.**, a Salt Lake City-based molecular diagnostics company, has closed on a previously announced offering. In a registered direct offering, the company issued and sold more than 3.9 million shares of its common stock at a price of \$1.40 per share, for gross proceeds of approximately \$5.5 million. The company said it will use the net proceeds from the offering for expansion of existing initiatives in the infectious disease testing and agrigenomics verticals, to further develop and commercialize applications of its technology in the growing liquid biopsy and next-gen sequencing markets, to expand its sales efforts, and for working capital and other general corporate purposes. **H.C. Wainwright & Co.** acted as the exclusive placement agent for the offering. **Maxim Group LLC** acted as financial advisor to Co-Diagnostics.

DIRECT SALES


• **DoTerra**, a Pleasant Grove-based essential oils company, has hired **Dr. Russell J. Osguthorpe** as chief medical officer, succeeding founding executive **Dr. David Hill**, and vice president of medical and scientific initiatives. Osguthorpe is a medical execu-



Russell Osguthorpe

tive trained in pediatric infectious diseases. Prior to joining doTerra, he was the pediatric medical director and pediatric department chair of a tertiary care hospital. Hill remains chairman of the Scientific Advisory Committee, continues his global mission to educate about essential oils, and chairs the company's newly created Medical Executive Committee.

DIVIDENDS



GOT SNOW?

HONNEN EQUIPMENT

1380 S. Distribution Dr., SLIC
801-262-7441

• The board of directors of **Zions Bancorporation**, Salt Lake City, has declared a regular quarterly dividend of 30 cents per common share. The dividend is payable Feb. 21 to shareholders of record on Feb. 14. The board also declared regular quarterly cash dividends on the company's various perpetual preferred shares. The cash dividend on the series A, G, H and J shares are payable March 15 to shareholders of record on March 1. The cash dividend on the Series I shares is payable June 15 to shareholders of record on June 1.

ECONOMIC INDICATORS

• **Sanpete County** leads all Utah counties in a ranking of "where it pays the most to save," compiled by financial technology company **SmartAsset**. The study measured savings account rates against household income, living expenses and tax burdens. Following Sanpete were (in order) **Salt Lake**, **Summit**, **Morgan**, **Daggett**, **Wasatch**, **Uintah**, **Tooele**, **Duchesne** and **Box Elder** counties. Details, including the methodology and an interactive map, are at <https://smartasset.com/checking-account/bank-cd-rates#Utah>.

rates#Utah.

• **Salt Lake City** is No. 25 among 52 large (populations of more than 1 million) metro areas for having the "most economic freedom," according to rankings compiled by **Reason Foundation**, a nonprofit think tank. Its **U.S. Metropolitan Economic Freedom Index** was topped by Houston, Jacksonville, Tampa, Richmond and Dallas-Fort Worth. The bottom of the rankings included Riverside, California; Rochester and Buffalo, New York; New York, Newark and Jersey City in New York, New Jersey and Pennsylvania; and Cleveland. The index uses nine measures of state and local government policies to produce an overall score for each of the nation's metro areas.

EDUCATION/TRAINING

• The **Utah Governor's Office of Economic Development** (GOED), diesel industry leaders and education leaders have announced the expansion of the **Utah Diesel Technician Pathways** program to now include the Davis and Tooele tech colleges in partnership with their corresponding school districts. In addition to the program's already existing industry partners, various companies from both the Tooele and the Davis county regions have joined the partnership with this expansion to support Utah students. The program is designed to provide Utah students a direct pathway from high school and college to the workforce. Participants in the Tooele region are **Broken Arrow**, **Cargill**, **Deseret Transport**, **Detroit Diesel**, **Intermountain Trailer**, **Knight Transportation**, **Penske**, **Peterson Industrial Depot**, **Phillips Heavy Equipment Services**, **Smith Power Products** and **Warner Truck Centers**. Participants in the Davis County region are **Albertson's Trucking**, **C.R. England**, **Crown Lift Trucks**, **Geneva Rock**, **Granite Construction**, **Honnen Equipment**, **Kenworth Sales**, **May Trucking Co.**, **Penske Trucking**, **Peterbilt Trucking**, **Prime Inc.**, **Redbone Trucking**, **Robinson Waste**, **Rush Truck Center**, **Ryder Trucks**, **Smith Food & Drug**, **Staker Parson Co.**, **Swift Transportation**, **Transfleet**, **Warner Truck Center** and **Wheeler Cat**.

HEALTHCARE

• **Activz Global**, a West Jordan-based company discovering health technologies, information and products, has announced the appointment of **Dr. Joseph Maroon** to its advisory board. Maroon is a clinical professor



Joseph Maroon

of neurological surgery with expertise in health, nutrition and wellness. Maroon has been a team neurosurgeon in the National Football League since 1981 and serves as medical director of other professional sports organizations. He has served on the editorial boards of eight medical and neurological journals and is currently associate editor of *Surgical Neurology* and editorial board member of *Neurological Research* and *The Physician and Sports Medicine* journals. He also is past president of the Congress of Neurological Surgeons.

HOSPITALITY/FOOD SERVICE

• **Lodging Dynamics Hospitality Group**, a Provo-based hotel management company, has promoted **Victoria Cramer** to chief operating officer. Cramer was hired in 2018 as vice president of sales and revenue management. Her experience includes executive roles at **Marriott International** and **Choice Hotels International** and serving as CEO of consulting firm **VPStrategies**.



Victoria Cramer

INVESTMENTS

• **Simplus**, a Salt Lake City-based salesforce quote-to-cash company, has closed \$20 million in financing. The Series C funding round was led by **Kensington-SV Global Innovations LP** (KSV) and joined by **Savano Capital Partners**. Also participating were existing investors **Salesforce Ventures**, **Cross Creek Advisors**, **EPIC Ventures**, **University Growth Fund**, **Simplus Chief Financial Officer Paul Fletcher** and **G2 Crowd CEO Godard Abel**. Simplus said **Silicon Valley Bank** will provide an additional \$6.5 million in debt financing.

LAW

• **Fabian VanCott** has elected its 2019 board of directors, including **Jason W. Hardin** as president of the firm for the second consecutive year. Others on the board are **Nicole M. Deforge**, **Scott M. Petersen**, **Gregory M. Saylin** and **James C. Waddoups**. Hardin

see BRIEFS next page



For all your truck equipment needs
If it goes on a truck we probably do it!

Service bodies, flatbeds, dumps, plows
Tool boxes, cranes, van interiors & much more.

CALL US FOR A QUOTE



4285 West 1385 South
Salt Lake City, Utah 84104
1-800-442-6687
www.semiservice.com

Industry Briefs

from previous page



Jason Hardin

is a civil and administrative trial attorney and former naval submarine officer. Hardin, Petersen and Waddoups

have been on the board for most of the past decade, Deforge will be serving her third term, and Saylin will be serving his second.



Everything for the
Contractors

We rent the best

4343 Century Drive
Salt Lake City, UT 84123

801- 262-5761

www.centuryeq.com

CASE
CONSTRUCTION

RECOGNITIONS

Finalists have been announced by the **Sandy Area Chamber of Commerce** for its annual **Peak Awards**, which honor business leaders and community volunteers for exceptional efforts. Three of the eight awards are based on voting. The nominees for **Small Business Woman of the Year** are **Lora Lea Mock**, Professional Recruiters; **Tracie Drage**, Brown Floral; and **Shellee Spafford**, Abacus Accounting & Bookkeeping. Nominees for **Small Business Man of the Year** are **Eric Higginson**, Snackdash; **Chris Holt**, Campman; and **Lance Paulson**, Lance Paulson Insurance Agency. Finalists for **Small Business of the Year** are **Profile by Sanford**, **City Journals** and **Good Grammar Bar**. Recipients in other categories are **Community Service Award**, **Neuroworx**; **Clark & Barbara Stringham Volunteer of the Year**, **Sean Marchant**; **Ambassador of the Year**, **Cameron Wilkins**; **President's Award**, **Salt Mine**; and **Chairman's Corporate Partner Award**, **KeyBank**. The awards will be presented Feb. 28, 11:30 a.m.-1 p.m., at the Salt Lake Community College Miller Campus, Karen Gail Miller Conference Center, in Sandy.

The University of Utah's **Jon M. Huntsman School of Business** was recently awarded first place for "**Excellence in Co-Curricular Innovation**" by the **United States Association for Small Business and Entrepreneurship** (USASBE) for its Small Enterprise Education and Development (SEED) program. The program sends student interns to Ghana, the Philippines, Peru and the Dominican Republic to teach local entrepreneurs professional skills and help them grow their small businesses. Fifty-three universities competed for four national USASBE awards.

Nav, a Salt Lake City-based company offering a free site and app for small-business owners to access their business credit scores and get matched to financing options, has announced **Anne Boulter**, owner and founder of Private Detox of Utah, as the \$10,000 grand prize winner of the company's third Small Business Grant. Private Detox of Utah is the only



Anne Boulter

provider of in-home drug and alcohol detox in Utah, helping individuals safely detox in the comfort and privacy of their own homes. The company, which was started in July 2018, has a goal of helping more than 100 Utahns detox within the first year of business. To be considered for the Nav Small Business Grant, business owners are asked to share a challenge their business is facing. Boulter shared that she struggled from a lack of capital. The grant will allow Boulter to increase the advertising of her company and its personalized, private services, as well as invest in an electronic medical records system.

NTEN and **Google Fiber** recently announced its **2019 Digital Inclusion Fellows**, who are professionals from Utah, North Carolina, Ohio, Oregon and Texas who work at nonprofits and social service agencies ranging from youth education and literacy organizations to public libraries and more, to empower individuals and communities by helping them get online. The group includes **Krysti Nellermeoe**, education program supervisor at the



Krysti Nellermeoe

International Rescue Committee (IRC) in Salt Lake City. The IRC provides services for refugees, asylees, victims

RETAIL

CenterCal Properties, a commercial real estate company, has announced new retailers at three of its Utah properties, including **Station Park** in Farmington. Opening in early spring will be **Utah Home Fitness**, **F45**, **Slapfish**, **Farmington Franks** and **REMAX Metro Offices**. Opening later in the spring will be **Columbia Sportswear**, **Sicilia Mia** and **Station Park Dental**. **P.F. Chang's** will open in the summer and **Barnes & Noble** will open in the fall. Recent openings include **Pizza Hut**, **Santorini's Greek Grill**, **Jersey Mike's Subs** and **Sprint**.

SERVICES

Capita Financial Network, a Sandy-based financial firm, has hired **Jayson McGinnis**. He has more than 20 years of experience as a financial planner with Fidelity Investments



Jayson McGinnis

and has a background in retirement income planning and investment analysis. McGinnis earned his bachelor's degree from Utah Valley University.

TECHNOLOGY/LIFE SCIENCES

Quick Base, a Massachusetts-based company offering a software-as-a-service platform for building business applications, has opened its second location in Salt Lake City. **Avison Young** represented Quick Base in the real estate transaction.

SolutionReach, a Lehi-based patient relationship management solutions company, has hired **Nagi Prabhu** as chief product officer. Prabhu has 18 years of executive-level product experience, most recently serving as chief product officer at Icetis.



Nagi Prabhu

Prior to that, he held executive roles at Apttus, CA Technologies, RealPage and Intacct Corp.

LOCALLY OWNED AND OPERATED SINCE 1953

NEED EQUIPMENT?

• Forklifts	• Sweepers & Scrubbers
• Scissor & Boom Lifts	• Compressors
• Scaffolding	• Compaction Equipment
• Excavators	• Skid Loaders
• Mixers	• Backhoes
• Welders	• Dump Trucks

24 Hour Emergency Service

• Ogden	• Park City
• Layton	• Provo
• Tooele	• Salt Lake City

www.howerentals.com

CALL TODAY! 801.463.7997 | Toll Free 866.436.HOWE • Fax 801.463.7488
4235 South 500 West • Murray, UT 84123



KeyBank

**BUSINESS
ACCELERATOR
ACADEMY**

APRIL 2019 | COHORT 3

The Sandy Area Chamber is now offering a fast-tracked mini-MBA program with a direct focus on your business. This hands-on 13-week course gives existing business owners the knowledge and know-how to manage growth and create a customized three-year growth plan. It also dives into scaling a business, understanding financials, creating marketing plans, and everything in between. Classes start in April and run every other week.

To apply visit sandychamber.com

THE SANDY CHAMBER
BUSINESS INSTITUTE



UTAH

BASKETBALL

 vs 

THURSDAY | 7PM
REDOUT

 vs 

SATURDAY | 8PM
WEAR BLACK

TICKETS ON SALE NOW! | 801.581.UTIX | UTAHUTES.COM

Calendar

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

Feb. 12, 7:15-9 a.m.

Breakfast Meeting, an ACG Utah (Association for Corporate Growth) event. Speaker is Hanko Keissner, CEO of Packsize International LLC. Location is Downtown Marriott City Creek, 75 S. West Temple, Salt Lake City. Details are available by contacting Linda Blake at linda@acgutah.org or (801) 359-8613.

Feb. 12, 8-9:30 a.m.

"Tooele Women Rock Business" Launch Event. The Tooele Chamber has partnered with the Women's Business Center of Utah to offer female-focused entrepreneurial resources and support to help a person grow their business and have a happy family. Location is Tooele Technical College, 88 S. Tooele Blvd., Tooele. Free. Details are at slchamber.com.

Feb. 12, 8 a.m.-3:30 p.m.

Lead Worker Training, an Employers Council event focusing on the changing relationships for leads and group or team leaders, the expectations and limitations of the position, and the communication demands from employees and management. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$225. Details are at employerscouncil.org.

Feb. 12, 8:30-11 a.m.

"The Digital Marketing Hacks Series: Instagram for Beginners," a Salt Lake Community College Miller Business Resource Center event. Presenter is Emily Ashby, who has built CameraCoats.com using social media and helped launch the digital marketing program at LDS Business College. Location is SLCC's Miller Campus, Miller Corporate Partnership Center, Room 333, 9690 S. 300 W., Sandy. Cost is \$20. Details are at <https://www.regonline.com/registration/Checkin.aspx?EventID=2548072>.

Feb. 12, 10-11:30 a.m.

"How to Become a Leader People Will Follow," a West Jordan Chamber of Commerce event. Location is West Jordan Chamber office, 8000 S., Redwood Road, West Jordan. Details are at westjordanchamber.com.

Feb. 12, 5-7 p.m.

Advanced Nuclear Reactor Technology Panel, a Utah

Associated Municipal Power Systems (UAMPS) event featuring a panel of local and federal energy experts discussing nuclear energy and "decarbonizing" the nation's energy portfolio. Panelists are Utah Sen. Curt Bramble; Doug Hunter, CEO and general manager at the Utah Associated Municipal Power Systems (UAMPS); Laura Nelson, energy advisor to Gov. Gary Herbert; Marc Nichol of the Nuclear Energy Institute (NEI); and Suzanne Jaworowski, senior advisor of policy and communications at the U.S. Department of Energy. Location is the Utah State Office Building Auditorium, 350 State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Feb. 13, 8 a.m.-5 p.m.

"Lean Six Sigma: Green Belt," a Salt Lake Community College course. Participants will learn Lean Six Sigma methodologies to enhance both waste reduction and process improvement skills. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$1,250 (\$750 per person from qualified companies). Details are at <http://www.slcc.edu/workforce/images/wf-flyer-lssgreen-draft-81518.pdf>.

Feb. 13, 8 a.m.-4 p.m.

"Managing Conflict," part of Salt Lake Community College Workforce Training and Continuing Education's Frontline Leader Workshops series. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$250 per course. Other series installment is "Project Management 101," March 13, 8 a.m.-5 p.m. Details are at (801) 957-5270.

Feb. 13, 8:30-10 a.m.

"Recruiting, Retaining and Engaging Your Best Employees," part of the four-part HR Executive Series presented by ChamberWest and the Employers Council. Location is Jordan Valley Medical Center, West Valley Campus, 3460 S. Pioneer Parkway, West Valley City. Cost is \$65 for individual sessions for members. Other sessions take place May 8, Aug. 14 and Nov. 13. Details are at chamberwest.com or (801) 977-8755.

Feb. 13, 11:30 a.m.-1 p.m.

"Let's Do Lunch," a Sandy Area Chamber of Commerce event. Location is Schmidt's Pastry Cottage, 1133 South Jordan Parkway, South Jordan. Cost is \$20 for members, \$25 for non-members. Details are at sandydychamber.com.

Feb. 13, 11 a.m.-noon

Business Mentoring, a

South Salt Lake Chamber event. Location is the chamber office, 220 E. Morris Ave., Suite 150, South Salt Lake. Details are at sslchamber.com.

Feb. 13, 11:30 a.m.-1 p.m.

LinkedIn Luncheon, a Utah Valley Chamber event. Activities include networking, followed by Kate Bowcut, Utah Valley Chamber business development executive, providing tips on how to improve a LinkedIn profile. Location is Outback Steakhouse, 372 E. University Parkway, Orem. Details are at thechamber.org.

Feb. 13, noon

"AI and the Future of Finance," a Silicon Slopes event. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Free. Details are at siliconslopes.com.

Feb. 13, noon-1:30 p.m.

"\$10,000 Entrepreneur Challenge: Debunk the Myths," the first of a 10-week Women's Business Center of Utah series in which Ralph Little will facilitate the program, the \$10,000 Entrepreneur Challenge. Little teaches business owners how to eliminate risk and increase reward; how to know if a business will make money; how to sell, hire and manage the financial statements; and will guide in how to manage a business effectively. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$99 for all 10 modules. Details are at slchamber.com.

Feb. 13, 12:30-1:30 p.m.

"Education & Workforce Forum: 2019 Education Preview," a Salt Lake Chamber event. Speaker is Rep. Lowry Snow. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$20. Details are at slchamber.com.

Feb. 13, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Union Station, 2501 Wall Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

Feb. 13, 5:30-7 p.m.

Women in Business Gathering, a Murray Area Chamber of Commerce event. Speaker Annette Pieper will discuss "Goal Setting for 2019." Location is The Cascades at Riverwalk, 1012 Jordan River Blvd., Midvale. Cost is \$20 pre-paid, \$30 after Feb. 11. Registration can be completed at Eventbrite.com.

Feb. 14, 8-10 a.m.

Finance Academy, a Sandy Area Chamber of Commerce event in partnership with Advanced CFO. The three-week course will cover finance for non-finance managers, budgeting/forecasting, capital strategy, finance strategy and P&Ls. Feb. 14 is "What is Financial Analysis and Why Should I Care?" Feb. 21 is "What I Need to Know about Budgeting But Was Afraid to Ask." Location is Salt Lake Community College's Miller Campus, Miller Free Enterprise Center, Room 223, 9750 S. 300 W., Sandy. Cost is \$75 for members, \$150 for non-members. Registration can be completed at Eventbrite.com.

Feb. 14, 11 a.m.-1 p.m.

"Sweet Success: Growing Into Small Business," a Women's Business Center of Utah event featuring a panel discussion. Panelists are Sofia Opmanis, founder of Moss & Fawn; Sarah Black, designer and founder of Made; Alyssa Dairsow, founder of Curly Me; and Molly Kohrman, founder of Brownies, Brownies, Brownies. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$35. Details are at slchamber.com.

Feb. 14, 11:30 a.m.-1 p.m.

ChamberWest Luncheon, a ChamberWest event. Speaker Spencer Ferguson, CEO of Wasatch I.T., will discuss "Cybersecurity for Non-Technical Business Leaders." Location is Utah State University's Salt Lake Center, 920 W. LeVoy Drive, Taylorsville. Cost is \$20 for ChamberWest members with RSVP. Details are at chamberwest.com or (801) 977-8755.

Feb. 14, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker to be determined. Location is Mimi's Café, 5223 S. State St., Murray. Cost is \$20 for members, \$30 for guests. Details are at murraychamber.org.

Feb. 14, 6-8 p.m.

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

Feb. 15, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Miss Murray, Savannah Angle, discussing "The Importance of Arts in Schools." Location is Anna's Restaurant 4770 S. 900 E., Salt Lake City.

Free unless ordering from the menu. Open to the public. Details are at murraychamber.org.

Feb. 15, 7:30 a.m.-1 p.m.

Small Business Summit 2019, with the theme "Ignite & Inspire," a Salt Lake Chamber event featuring an opportunity for small-business owners, managers and entrepreneurs to learn new tools, tactics and strategies; gain practical skills; and make connections to help support the growth and success of small business in Utah. Keynote speaker is Sarah Calhoun, founder and owner of Red Ants Pants. Location is Marriott University Park, 480 Wakara Way, Salt Lake City. Cost is \$85 for members, \$99 for non-members. Details are at slchamber.com.

Feb. 15, 8-10 a.m.

Utah County Speednet, a Utah Valley Chamber speed networking event. Location is SCERA Center for the Arts, 745 S. State St., Orem. Free. Details are at thechamber.org.

Feb. 15, 11:30 a.m.-1 p.m.

"Innovation Series: How Tech Can Improve Your Life," a Utah Technology Council event. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

Feb. 16, 8-9:30 a.m.

Legislative Roundup, a West Jordan Chamber of Commerce event taking place every Saturday during the legislative session. Location Feb. 16 and March 9 is Jordan Valley Medical Center, 3460 S. Pioneer Parkway, West Valley City. Feb. 23 location is Riverton Hospital, 3741 W. 12600 S., Riverton. Location March 2 is Jordan Valley Medical Center on 90th S. Bangerter Highway, West Jordan. Details are at westjordanchamber.com.

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

Free Business Coaching, a West Jordan Chamber of Commerce event. Greg Casset of the Zions Bank Resource Center will be available for consultation in 30-minute appointments. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

Feb. 19-21

2019 Utah Safety Conference & Expo, presented by the Utah Safety Council and featuring keynote presentations, 40

see CALENDAR page 10

CALENDAR

from page 9

breakout sessions, networking luncheons and an expo highlighting the latest in safety products and services. A half-day pre-conference about "Opioids in the Workplace" is scheduled for Feb. 19, noon-5 p.m. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Cost of opioid pre-conference is \$100. Conference cost is \$250 for members, \$350 for nonmembers. Details are at <http://www.utah-safetycouncil.org/content/2019-Utah-Safety-Conference-Expo.aspx>.

Feb. 19, 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. No RSVP required. Details are at davischamberofcommerce.com.

Feb. 20, 21, 27 and 28

Annual Economic Forecast, a Bank of Utah event featuring Natalie Gochnour, director of the University of Utah's Kem C. Gardner Policy Institute and chief economist for the Salt Lake Chamber. All are 11:30 a.m.-1 p.m. Feb. 20 location is Hub 801, 3525 Riverdale Road, Ogden, in conjunction with Weber State University and the Ogden-Weber Chamber of Commerce. Additional speakers are Gordie Russell of Northrup Grumann discussing the aerospace industry

and the economy; and Brandon Fugal, chairman at Colliers International, discussing the real estate market. Feb. 21 location is At the Grove at The Copper Mill, 2427 N. Main St., Logan. Feb. 27 location is Little America Hotel, 500 S. Main St., Salt Lake City. Feb. 28 location is Utah Valley Convention Center, 220 W. Center St., Provo, in conjunction with the Utah Valley Chamber of Commerce, with Fugal as an additional speaker. Free, but pre-registration is required and can be completed at (801) 409-5172 or www.bankofutah.com.

Feb. 20-21, 8 a.m.-6 p.m.

35th Annual Investors Choice Venture Capital Conference, a VentureCapital.org event. Location is Hilton Salt Lake City Center, 255 S. West Temple, Salt Lake City. Conference cost is \$495. Ski and snowboard day is Feb. 20, 9 a.m.-4 p.m., at Snowbird (cost is \$150). Investor reception is Feb. 20, 6-8 p.m., at the Zions Bank Founders Room, 1 S. Main St., Salt Lake City (cost is \$150). Registration can be completed at Eventbrite.com.

Feb. 20, 7-9 p.m.

"The New Rules of Marketing," a Utah Digital Marketing Collective event. Presenters are Michael Salamon, digital strategist, user experience lead, user interface designer and art director; and Sarah Weise, partner of global research at Brilliant, who will discuss "The New Rules of Marketing for Gen Z." Location is 50 West Club & Café, 50 E. Broadway, Salt Lake City. Free

for DMC members, \$20 for nonmembers. Registration can be completed at Eventbrite.com.

Feb. 20, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is The Art Center, 193 W. 2100 S., Murray. Free. Details are at murraychamber.org.

Feb. 20, 9 a.m.-noon

"Pitch Perfect: Master Your Two-Minute Funding Pitch," a Women's Business Center of Utah event. Location is Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$15. Details are at slchamber.com.

Feb. 20, 3-4:30 p.m.

"SEO Basics," a Utah Microloan Fund event. Instructors are Caroline Maurer and Clair Jones, co-founders of Witty Kitty Digital Marketing & Social Media Agency. Location is Utah Microloan Fund, 154 E. Ford Ave., Suite A, Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Feb. 20, 3:30-5:30 p.m.

ChamberWest Business Connections, a ChamberWest event featuring relationship-building, business connections, opportunities to present your business, and two 10-minute presentations. Free for ChamberWest members, \$5 for nonmembers. Details are available at (801) 977-8755 or chamber@chamberwest.com.

Feb. 20, 5:45-6:45 p.m.

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

Feb. 20, 6-9 p.m.

Annual Tech Tour, a Utah Technology Council (UTC) event. Location is the UTC, 13693 S. 200 W., Draper. Registration can be completed at utahtech.eventbrite.com.

Feb. 21, 7-8 a.m.

"Breakfast with Our Utah County Legislators," a Utah Valley Chamber event. Location is the Utah State Capitol, Room 250, 350 State St., Salt Lake City. Free (registration is appreciated). Details are at thechamber.org.

Feb. 21, 8 a.m.-5 p.m.

Employer Tax Workshop, a Small Business Development Center (SBDC) event. Speakers include a CPA tax expert and representatives from the Utah State Tax Commission, Utah Department of Workforce Services, Utah Labor Commission, U.S. Department of Labor and Workers Compensation Fund of Utah. Location is SLCC's Miller Campus, Miller Corporate Partnership Center, Room 333, 9690 S. 300 W., Sandy. Details are at <https://www.regonline.com/registration/Checkin.aspx?EventID=2548584>.

Feb. 21, 8:30-10 a.m.

"HR Amplified: MOKRs," a Utah Technology Council (UTC) event. Speaker is Robert C. Bell, co-founder and president of Sustainable Startups and E4ALL and co-founder and partner at Investable. Location is the UTC, 13693 S. 200 W., Suite 120, Draper. Registration can be completed at Eventbrite.com.

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

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

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

2019 Athena Awards Luncheon, a Davis Chamber of Commerce event. Athena Award recipient is Ginger Chinn, managing director for urban and rural business services at the Governor's Office of Economic Development. Location is the Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$20.

Details are at davischamberofcommerce.com.

Feb. 22, 7:30-11 a.m.

"Unconscious Bias Workshop: From Awareness to Action," a Utah Women & Leadership Project (Utah Valley University) event. Event is designed for employees, HR professionals, and organizational managers and leaders. Speaker is Susan R. Madsen, the Orin R. Woodbury professor of leadership and ethics at Utah Valley University. Location is Thanksgiving Point, Great Room, 3003 N. Thanksgiving Way, Lehi. Cost is \$75. Registration can be completed at Eventbrite.com.

Feb. 22, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker Ninzel Rasmuson will discuss "Honor365, Ten4 Responding." Location is Anna's Restaurant 4770 S. 900 E., Salt Lake City. Free unless ordering from the menu. Open to the public. Details are at murraychamber.org.

Feb. 22, 8-10 a.m.

"Medical Cannabis in Utah: How It Impacts Employers," an Employers Council event. Location is Employers Council 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

Feb. 22, 9-10 a.m.

Pitch Clinic, a West Jordan Chamber of Commerce event for business development professionals to hone their skills in delivering a powerful elevator pitch. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

Feb. 22, 11:30 a.m.-1 p.m.

WEC (Women's Entrepreneurial Conference) Pitch Training, hosted by the Women's Business Center of Utah. Open to WEC grand competition semifinalists and anyone who would like to learn more about pitching their business. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

Feb. 22, noon-1 p.m.

Women in Business Brown Bag Lunch, a West Jordan Chamber of Commerce event. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

see CALENDAR page 14

Every day is a great day . . .

**MMMM...
Mondays!**

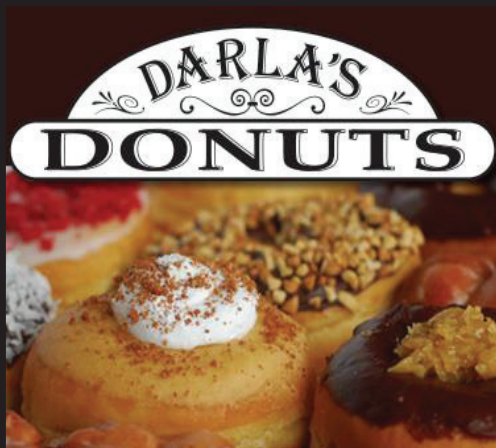
**TASTY
Tuesdays!**

**WOW
Wednesdays!**

**TWISTY
Thursdays!**

**FRITTER
Fridays!**

**SPRINKLES
Saturdays!**



Donuts Brownies Fritters
Turnovers Muffins

Family Owned & Operated

2278 So. Redwood Road

801-975-6381

M-F 5:00 am – 2:30 pm & Sat. 7:00 am – noon

with Darla's Donuts!

GIANT*from page 1*

propoulos was the chairman and CEO of Utah Medical. He has been chairman and CEO of Merit Medical since 1987. He founded Sentir Semiconductors in 1991, which was later merged into Merit Medical. He is also involved in the community and has served on many boards. He is the recipient of a number of awards, including the Governor's Medal for Science and Technology, the Utah National Guard Bronze Minuteman Award and the Boy Scouts of America Silver Beaver Award. Lampropoulos was inducted into the Utah Business Hall of Fame, the Utah Technology Hall of Fame and the University of Utah College of Science Hall of Fame.

"Fred Lampropoulos is a self-taught innovator, a man of action, character and integrity and a leader who encourages and uplifts his employees with his vision and compassion," said Steve Starks, chair of the Salt Lake Chamber Board of Governors. "We are pleased to be honoring Fred Lampropoulos with this year's Giant in our City award."

Lampropoulos will receive the award at a ceremony May 31 at the Grand America Hotel in Salt Lake City.

"I am honored and humbled

to be recognized with such a wonderful award," said Lampropoulos. "I am grateful to my business partners and board members for their assistance and guidance over the years. I feel fortunate to have been able to improve people's lives with medical products and to help provide jobs for many of our citizens. I look forward to continuing my work in this great community that has been so good to me."

HOTBED*from page 1*

direct and induced ripple effects, the healthcare innovation sector in Utah generates 60,878 total jobs across the state and \$3.67 billion in annual employee compensation.

"Utah has one of the strongest and most diverse economies in the country," said Clark Cahoon, life science cluster director at the Governor's Office of Economic Development. "Here we let the market drive innovation and an effective and sustainable healthcare system is a market priority. Our policies and behavior as a state reflect our dedication to health and we welcome all entrepreneurs to join us in our work to improve the health care system."

EARNINGS*from page 4*

in North America, Europe and Asia.

"Revenues in the first quarter of fiscal year 2019 increased by 5 percent, or more than \$9 million, from the prior year quarter," Sunny Sanyal, CEO, said in announcing the results. "The direct impact from tariffs in the first quarter was lower than expected and a factor in the sequential improvement of our gross margin from the fourth quarter of fiscal year 2018."

Sanyal said shipments of CT tubes to OEM customers in China during the quarter "continued to gain momentum and we are on track to ship more than twice as many units as we shipped last year. Several customers are nearing the end stages of development while others are in the regulatory approval process for their new CT systems. Looking ahead, we anticipate adding new pricing agreements with some of the smaller OEMs over the coming quarters."

LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$800,000, or 6 cents per share, for the fiscal second quarter ended Dec. 31. That compares with \$300,000, or 2 cents per

share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$58.2 million, up from \$49.5 million in the year-earlier quarter.

LifeVantage is engaged in the identification, research, development and distribution of nutraceutical dietary supplements and skin and hair care products.

"We are very pleased with our record quarterly revenue generated during the second quarter, reflecting growth across nearly all of our markets and the positive impact of our product, geographical and member growth strategies," Darren Jensen, president and CEO, said in announc-

ing the results. "Given the strong sales trends through the first half of the year and our enhanced sales trajectory, we are increasing our fiscal 2019 revenue guidance."

The company said launching in Taiwan at the beginning of fiscal 2019 has enhanced its Greater China region and was a key contributor to its distributor growth during the second quarter.

"We are on track for additional geographic expansions in Europe later this year, where our customer program across several markets is seeding the launch of our business opportunity. Additionally, we plan to continue to innovate and enhance our product portfolio," Jensen said.



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!

**SMALL BUSINESS SUMMIT: IGNITE & INSPIRE**

FEBRUARY 15, 2019 | 7:30 AM - 1:00 PM | UNIVERSITY PARK HOTEL

KEYNOTE SPEAKER**SARAH CALHOUN**

FOUNDER AND OWNER, RED ANTS PANTS

The Salt Lake Chamber Small Business Summit: Ignite & Inspire will provide the opportunity for small business owners, managers and entrepreneurs to come together to learn new tools, tactics and strategies, gain practical skills, and make invaluable connections to help support the growth and success of small business in Utah.

For more information visit:
slchamber.com/smlbizsummit

Opinion

Killing two birds with one millstone hung around America's neck

Wisconsin Republican congressman Sean Duffy recently introduced a bill to give Pres. Trump new powers to raise tariffs in response to actions taken by other individual countries on American goods. This effort to expand the president's power should make the White House happy, since Trump is eager to see his trade efforts bear fruit. But this bill will also move our nation back to the days of the infamous Smoot-Hawley Tariff Act of 1930.

It's a fact that some countries impose higher duties on imports from America than the United States imposes on similar products it imports. For example, the European Union imposes a 10 percent tariff on imported American cars, while we charge only a 2.5 percent duty on European car imports. According to Duffy and Trump, as long as such differences in rates persist, we really won't or can't have free trade.

Their solution is legislation that would give the president power to raise tariffs on American imports to levels that foreign governments impose on American exports. Such legislation is believed to kill two birds with one stone.

First, it would allegedly rectify the supposed "unfairness" by equalizing duties. Second, it would force foreign governments to lower their tariffs, making trade freer for everyone's benefit. Talking to Fox News recently, Rep. Duffy declared that his strategy will guaranty a speedy resolution and lower tariffs, since no country can afford to not to trade the United States.

These arguments are the same ones the Trump administration served up a year ago when it started a trade dispute with our closest allies by unilaterally raising steel and aluminum duties. That dispute evolved into a trade war with China. Not to worry; the administration claims that trade wars are easy to win, and that no countries will dare to retaliate (against our metal tariffs) because, as Duffy echoed, they can't afford to cut themselves off from our huge market.

Wrong. Pretty much all countries have retaliated against Trump's tariffs. So far, nobody has caved.

Moreover, while Rep. Duffy claims he is "a free trader," apparently, he doesn't understand that the economic case for free trade is fundamentally unilateral. A country

gains by lowering its tariffs, regardless of what other countries do. Yes, it would be great if all duties around the world were cut to zero. However, the United States would still benefit from lowering its tariffs to zero, independent of other countries' trade policies.

That's because U.S. tariffs are taxes, the burden of which is hung like a millstone around the necks of American consumers. Similarly, foreign tariffs on U.S. exports fall heavily on foreign consumers. As such, it defies logic for an American president to punish American consumers in order to prompt other governments to be kinder to consumers in their jurisdictions by ultimately lowering tariffs.

Finally, according to a detailed paper by my colleague Dan Griswold appropriately called "Mirror, Mirror, on the Wall," it seems like Rep. Duffy and administration officials aren't really sure what a reciprocal system of tariffs should actually look like.

For example, matching higher foreign tariffs line for line would be a very daunting task in our post-war global trading system, which rests on a simple principle: While World Trade Organization countries can set duties as they please, they must ap-

ply the same rates on the same item no matter where it comes from. This requirement means that no member can unilaterally raise a duty on given items coming from one country alone. If they do, retaliations and litigations will jeopardize a system that has done so much to free trade over decades.

Rep. Duffy and the president may have to face taxpayers' wrath when they realize that they're the reason why the price of thousands of the goods they consume has gone up and their standard of living has gone down.

Focusing on our 11 largest trading partners, Griswold also shows that a reciprocity plan would require raising more than 25,000 duties on "\$583 billion in imports to the United States, raising the duties on 45 percent of imports from the affected trading partners."

Nonsensical protectionist policies like these aren't likely to make America great again. They're more likely to make it look like 1930 again.

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



VERONIQUE
de RUGY

COPYRIGHT 2019 CREATORS.COM

Despite elite-bashing from right and left, world is making progress

This year's World Economic Forum, more than usual, prompted a spirited round of elite-bashing, which has now become the trendy political posture on both right and left. On one side, Pres. Trump and Fox News hosts slam the out-of-touch establishment that, according to them, has run things into the ground. On the other side, left-wingers decry the millionaires and billionaires who, in one author's phrase, "broke the modern world."

Underlying these twin critiques is a bleak view of modern life — seen as a dysfunctional global order, producing stagnant incomes, rising insecurity and environmental degradation. But is this depiction in fact true? Are we doing so very badly that we need to bring back the guillotines?

On the simplest and most important measure, income, the story is actually one of astonishing progress. Since 1990, more than 1 billion people have moved out of extreme poverty. The share of the global population living in these dire conditions has gone from 36 percent to 10 percent, the lowest in recorded history. This is, as the World Bank president, Jim Yong Kim, notes, "one of the greatest achievements of our time." Inequality, from a global perspective, has declined dramatically.

And all this has happened chiefly because countries — from China to India to Ethiopia — have adopted more market-friendly policies and Western countries have helped them with access to markets, humanitarian assistance and loan forgiveness. In other words, policies supported by these very elites.

Look at any measure from a global perspective and the numbers are staggering. The child mortality rate is down 58 percent since 1990. Undernourishment has fallen 41 percent, and maternal deaths (women dying because of childbirth) have dropped by 43 percent over roughly the same period.

I know the response that some will have to these statistics. The figures pertain to the world in general, not America. Things might have improved for the Chinese but not for the denizens of rich countries. That sense of "unfairness" is what is surely fueling Trump's America First agenda and much of the anger on the right at the international system.

(More bewilderingly, the left, traditionally concerned about the poorest of the poor, has become critical of a process that has improved the lives of at least a billion of the world's most impoverished people.)

When criticizing the current state of affairs, it's easy to hearken back to some nostalgic old order, the modern world before the current elites "broke" it. But when was that golden age? In the 1950s, when Jim Crow reigned in America and women could barely work as anything more than seamstresses and secretaries? The 1980s, when two-thirds of the globe stagnated under state socialism, repression and isolation? What group of elites — kings, commissars, mandarins — ran the world better than our current hodgepodge of politicians and businessmen?

Even in the West, it is easy to take for granted the astounding progress. We live longer, the air and water are cleaner, crime has plunged, and information and commu-

nication are virtually free. Economically, there have been gains, though crucially, they have not been distributed equally.

But there have been monumental improvements in access and opportunity for large segments of the population that were locked out and pushed down. In the U.S., the gap between black and white high school completion has almost disappeared. The poverty gap between blacks and whites has shrunk (but remains distressingly large). Hispanic college enrollment has soared. The gender gap between wages for men and women has narrowed. The number of female CEOs at Fortune 500 companies has gone from one to 24 over the last 20 years. Female membership in national legislatures of Organization for Economic

Co-operation and Development countries has almost doubled in the same period. No countries allowed gay marriage two decades ago, but more than 20 countries do today. In all these areas, much remains to be done. But in each of them, there has been striking progress.

I understand that important segments of the Western working class are under great pressure, and that they often feel ignored and left behind by this progress. We must find ways to give them greater economic support and moral dignity. But extensive research shows that some of their discomfort comes from watching a society in which these other groups are rising,

see ZAKARIA next page



FAREED
ZAKARIA



Opinion

Liberalism, progressivism and socialism: Is there really any difference?

I used to think that there was little difference between liberalism, progressivism and socialism. I was amazed to find the differences and apologize to those whom I mislabeled.

Liberalism is defined as a person who is open to new behaviors and who discards traditional values. Progressivism is defined as a person who supports or advocates for gradual change in certain aspects of society. Finally, socialism is defined as a political and economic theory that believes that the means of production, distribution and exchange should be owned by the community as a whole. As you can see, only one definition is a specific way to run a government — and that is socialism.

So, let's see if we can put this newfound information to work. California, at this very moment, is considering two pieces of legislation. The first is to eliminate all low-cost health insurance and the second is to require that corporations with five or more directors must make at least one of them a woman.

If the government has the power to determine who can sit on a company's board, it has the power to determine which companies will be profitable and which company will not.

If I read the above definitions correctly, then California is a very socialist state. They are putting into the hands of a few elites the means of production, distribution and exchange and leaving it to them to represent the community as a whole.

There are only two possible reasons why California's legislatures are eliminating low-cost health insurance. The options are: They want "Medicare-for-all" (socialized healthcare) or the lobbyists of healthcare insurers have added a few shekels to the pocketbooks of the California legislators.

I do not have a problem with women as board members. During the eons when I was running Pembroke's, we always had at least two. And trust me, folks, they were indispensable to the profitability of our company. I heard the California legislator — a woman — who proposed the law on CNBC recently. She said that having women board members makes a company more profitable. Yes, Pembroke's was profitable and we had women on the board — but more profitable? I don't know.

The reason why I am writing this column is because I have used these three terms — liberalism, progressivism and socialism — interchangeably without really understanding what I was saying. My loath-

ing of socialism has colored my perspective. Yes, when someone spouts socialistic garbage, I react, and sometimes in the past, I have labeled them liberal and other times I have labeled them progressives. From now on, maybe what I should do is ask them.

In order to have a nap last fall, I tuned in to the Brett Kavanaugh confirmation hearings. Subconsciously I was bombarded by all sorts of liberal, progressive and socialist catchphrases and when I woke from my nap refreshed, I decided to write this column. Liberalism and progressivism are OK, but as mentioned, socialism is not.

I am a history buff because I believe "The old is forever new." Do you know of a country where socialism was a success? I don't. I can name a number of countries where socialism failed its populace and in many instances, it was disastrous to the world. How many people did Stalin massacre under the guise of communism? Hitler's administration was socialist when you use the above definition. This socialist experiment caused the death of 60 million people — 3 percent of the world's population.

When I was a wee tike, my mom gave me some sage advice: "Bob, never discuss religion or politics with anyone." Mom, I have honored your advice when it comes to religion, but, Mom, I have failed you when it comes to politics.

While writing this column, I pondered

whether it would be appropriate to ask my liberal, progressive and socialist friends just what category they fall in. I have decided to keep my mouth shut.

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



ROBERT PEMBROKE

ZAKARIA

from previous page

changing the nature of the world in which they'd enjoyed a comfortable status.

After 400 years of slavery, segregation and discrimination in America, blacks have been moving up. After thousands of years of being treated as structurally subordinate, women are now gaining genuine equality. Once considered criminals or deviants, gays can finally live and love freely in many countries. The fact that these changes might cause discomfort to some is not a reason to pause, nor to forget that it represents deep and lasting human progress that we should celebrate.

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

(c) 2019, Washington Post Writers Group

PAY ATTENTION OR PAY CASH

Instead of spending cash, why not use excess inventory or time to barter for products or services

Gain additional new business

We'll buy your inventories and services TODAY!

A great way to fill slow business cycles

Increase your buying power

Over 850 local businesses to trade with

AND
NO MEMBERSHIP FEE!

ABE

AMERICAS BARTER EXCHANGE

(801) 802-0822 • Jana@AmericasBarter.com

www.AmericasBarterExchange.com

20 Years Experience in Utah

Revolutionizing Real Estate

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

FEATURED LISTING



\$2,499,000

Two well-maintained, all-brick office buildings with several long-term tenants. Perfect opportunity for owner user. Great Sandy location with nearby freeway access.

Listing ID: 20482288

Why Brandon?

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



Brandon Wixom

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



Start your search today at: SoldByWixom.com

CLASSIFIED

VOLUNTEER



International Relief Teams Seeks Skilled Construction Volunteers

International Relief Teams (IRT) is seeking volunteers with construction skills (handypersons or licensed contractors) for one week deployments to U.S. flood affected areas to help those families who cannot financially recover on their own, get back into their homes. Our construction teams are currently working in Louisiana in the aftermath of last year's record floods, and anticipate we will be needed in Texas in the near future.

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

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

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

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

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

CAREERS

TECHNOLOGY

DigiCert, Inc. in Lehi, UT has opening for **Business Intelligence (BI) Database Engineer** to intrct w/ intrnl bus intllgnce sys & databs wrkng to bld & maintn data wrehs.

Mail res to Khang Vo, 2801 N. Thanksgiving Way, Suite 500, Lehi, UT 84043, ref job code: 20025.54.

Reference: Nikita Raje – 20025.54

TECHNICAL

Oracle America, Inc. has openings for **Technical Analyst-Support** positions in Lehi, UT. Job duties include: Deliver solutions to the Oracle customer base while serving as an advocate for customer needs. May telecommute from home. Apply by e-mailing resume to kim.scianna@oracle.com referencing 385.20091. Oracle supports workforce diversity.

CALENDAR

from page 10

Feb. 23, 7:15-9 a.m.

Eggs and Issues 2019, a Utah Valley Chamber event featuring legislators discussing issues affecting business in Utah County. Location is Utah Valley Hospital, Sorenson Tower, Ashton Auditorium, 1134 N. 500

W., Provo. Free. Details are at thechamber.org.

Feb. 23, 9-10:30 a.m.

Legislative Update, a Murray Area Chamber of Commerce event. Location is Intermountain Medical Center, Doty Education Center, 5121 S. Cottonwood St., Murray. Details are at murraychamber.org.

Feb. 23, 9 a.m.-12:30 p.m.

Facebook Ads Training. Location is Salt Lake City Public Library, 210 E. 400 S., Salt Lake City. Cost is \$99. Registration can be completed at Eventbrite.com.

Feb. 23, 9:30 a.m.-4:30 p.m.

Spice Kitchen Incubator: Food Entrepreneur Roundtable 2019, an opportunity to meet with and learn from food industry experts on topics related to business startup and scale-up. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$10 in advance, \$12 at the door. Details are at slchamber.com.

Feb. 26, 8 a.m.-noon

"Family and Medical Leave Act Essentials," an Employers Council event providing a step-by-step guide to simplify FMLA administration. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

Feb. 26, 10-11 a.m.

"The Art of Negotiation," a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordan-chamber.com.

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

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Hub 801 Events, 3525 Riverdale Road, Ogden. Cost is \$20 for members, \$30 for guests. Details are at ogdenweberchamber.com.

Focus

The Enterprise 15

February 11, 2019

INSIDE



Gaining on the men

Matt Kammeyer, Salt Lake City Corp.'s director of golf, reports that women close just about as many business deals on the golf course as men do. He says that it might be tough for the ladies to break in, so he gives some direction on getting started.

page 17

Golf Lists

Golf Courses-Northern Utah

page 18

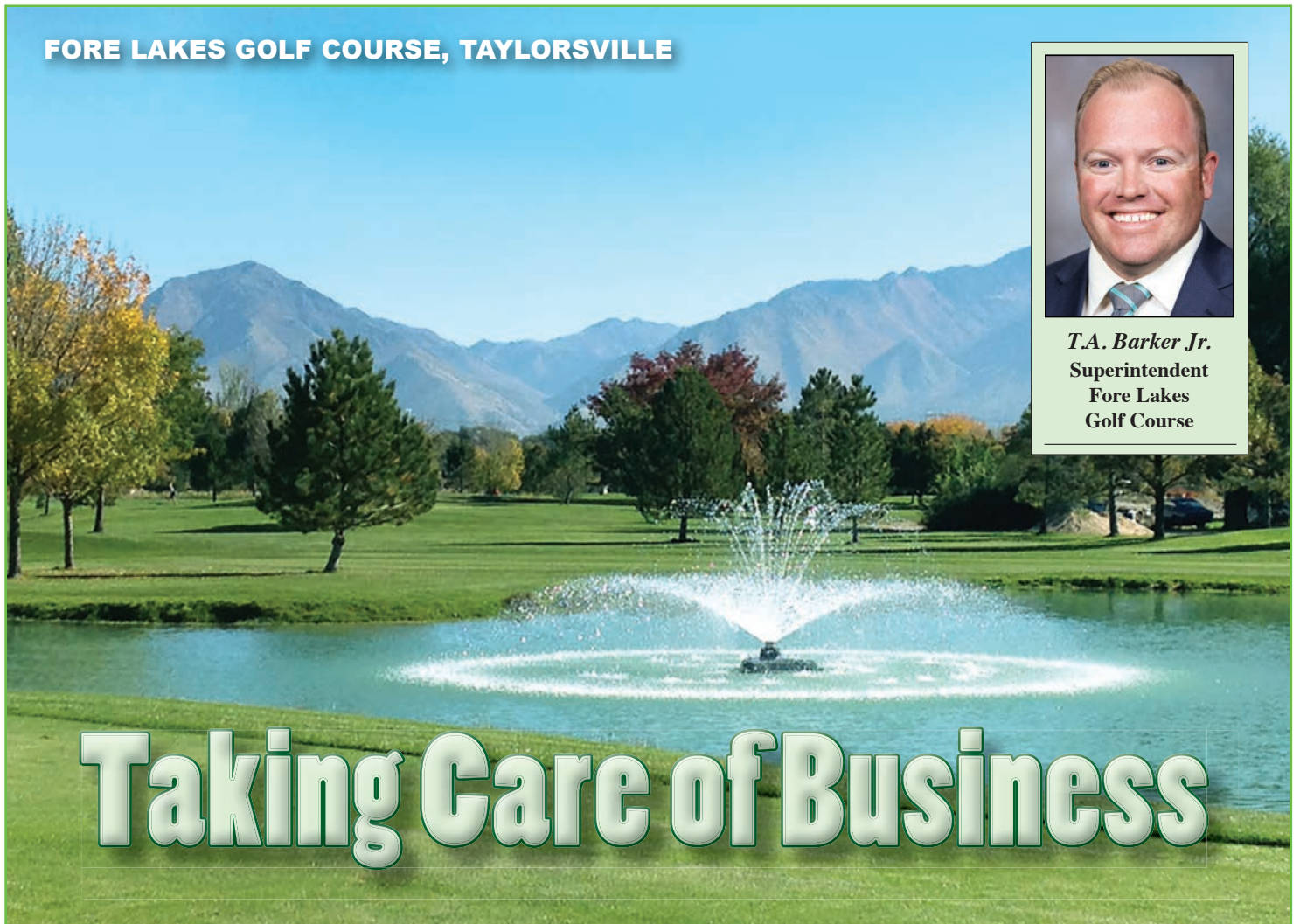
Golf Courses-Southern Utah Area

page 22

Issue Sponsor:



FORE LAKES GOLF COURSE, TAYLORSVILLE



T.A. Barker Jr.
Superintendent
Fore Lakes
Golf Course

Third-generation superintendent wouldn't want to be anywhere else but running the family golf course

EDITOR'S NOTE: When it comes to understanding golf as a business, there is no one more qualified than the folks at *Golfdom* magazine. After all, they've been covering the sport for over 90 years. Founded by World Golf Hall of Fame member Herb Graffis and his brother Joe, *Golfdom* was one of the early places where the sport was treated as a business. Graffis entered the hall as a writer, but is also the founder of the National Golf Foundation and the Club Managers Association of America.

So, when someone is honored with the Herb Graffis Businessperson of the Year Award for their efforts in golf, it really means something.

The award for 2018 was given to Todd "T.A." Barker Jr., superintendent at the Fore Lakes Golf Course in Taylorsville. The following is the cover story about Barker and his receiving the award, written by Seth Jones, *Golfdom* editor-in chief.

When we last heard from the protagonist of this story, he was nervously laughing about the time he charged \$10,000 on his personal credit card to cover his chapter's annual meeting expenses. That was April 2014, in

a story about the work of the Golf Course Superintendents Association of America field staff and how they were helping smaller chapters grow. The \$10,000 has been reimbursed and the then-president of the Intermountain GCSA has seen it paid back, plus interest.

T.A. Barker Jr., superintendent at Fore Lakes Golf course in Taylorsville, is an advocate for getting more people on the golf course — kids, minorities, veterans and people with disabilities. He also was an advocate for superintendents as a golf radio talk show host on ESPN 700 in Utah. More recently, he was elected to the GCSAA board of directors.

Now Barker adds the title of 2018 Herb Graffis Businessperson of the Year to his resume for his work in the family business in the Salt Lake City golf market.

Barker is a third-generation super-

intendent, working his entire career at his family-owned golf course. The course is centrally located south of Salt Lake City between Interstate 15 and Interstate 215 and features a nine-hole executive course and a nine-hole par-3 course along with a driving range and practice green.

The course, built by his grandfather on family farmland, opened in 1974. When Barker was a baby, his family moved to a home between No. 2 green and No. 3 tee on the par-3 course. Barker's earliest golf

memories are of chasing his father out the door in hopes of catching a ride in the golf cart to go fix divots and pick up cigarette butts while his dad changed cups.

"I always tell people that I was the



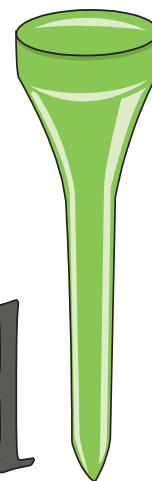
see BARKER page 20



SALT LAKE CITY

GOLF

LOYAL Tee Discount Card



**Save money every day of the week at all six
Salt Lake City golf courses**

Card holders receive the following benefits:

- Reduced green fees at six courses
- First 9-hole round is free
- 30% off range balls all the time
- Valid for one year from date of purchase

\$60

Purchase the card at any SLC golf course.

Visit **slcgolf.com** for info on 2019 rates and updated program details.

Bonneville • Forest Dale • Glendale
Mountain Dell • Nibley Park • Rose Park



Business golf: It's not just men on the course



It's not head-turning to hear about how golf is a great business networking tool and that successful business leaders know how to leverage the game of golf as a means to conduct business. An industry study indicated that nearly 60 percent of business golfers have closed a deal on the golf course. This was according to a 2016 comprehensive study by the Sports and Leisure Research Group (SLRG) that included an online quantitative survey comprised of 1,100 business executives divided equally among men and women and players and non-players.

However, what is head-turning is that women golfers reported closing a deal on the golf course at nearly the same rate as men (men: 60 percent, women: 58 percent). The National Golf Foundation reports that in 2018, women golfers represented 24 percent of all players. As reported in the SLRG study, the median number of deals closed was equal between both groups. These deals weren't small, either. More than a quarter of the women who closed a deal through golf reported the value of the deal to be at or above \$500,000.

The study found that nearly 80 percent of women believe that playing golf in a business environment is a great networking tool for relationships with peers, clients and potential clients, and suppliers or vendors. Over half of business women who golf say that golf has helped make them more disciplined, comfortable taking risks and assertive. Nearly 60 percent of women golfers felt that playing golf has contributed to their professional success and made them feel more included.

Not Always Easy

Positives aside, there were some responses of note that suggest that entry into the game of business golf is not as easy for women as it might be for men. The study found that golfing women executives feel that the game is not as accessible to women as men in their companies and that golfing women executives are 25 percent more likely than their male counterparts to feel that business golf is more stressful than social golf.

Golf can be intimidating on many levels for both women and men. The terms and scoring of the game are odd to newcomers, the equipment can be technical and proper course etiquette can feel tricky to navigate. Properly introducing newcomers to the game

of golf and teaching both the culture and the mechanics of the game from the start is very worthwhile and can make all the difference in taking the stress out of potentially stressful golf course situations.

Learning How

Working with a certified golf professional at a local

course can help smooth the learning process or help fill in any gaps in skills and understanding. Many local courses offer effective group and individual instruction tailored to beginners' needs, with some courses even offering women-only clinics. Some courses also offer weekly women's leagues and couple's leagues that serve as great environments for networking, developing playing skills, fostering confidence and growing an appreciation for the game. Leagues provide fun variations on scoring and play and provide a handicapping system that levels the playing field for golfers of all abilities.

Beyond learning the skills necessary to understand, play and appreciate the game of golf, much can still be done by golf course operators to help women golfers feel more comfortable and welcome on the golf course. Men and women have some differing approaches, motivations and preferences when it comes to connecting with the game of golf. It's important for golf course operators to listen closely to both customer groups and be willing to implement thoughtful feedback in facilitating enhancements that better accommodate everyone. Additionally, large and small business operators need to make sure they are providing opportunities for women in their companies to go out and play. Not only will it help grow their business, but it will assist in developing confident leaders.

It's just good business.



MATT KAMMEYER

Matt Kammeyer is the director of golf for the Salt Lake City golf program and its six golf courses.

<div> <div>GOLF COURSES-NORTHERN UTAH</div> <div>Ranked by Slope</div> <div>THE List</div> <div>List Development Laneace Gregersen laneace@slenterprise.com</div> </div>													
Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2017	Greens Fees per 18 Holes	Private or Public	Total Yardage from Tips	Total Yardage Whites	Dress Code?	Course Record	Amenities	Head Pro
1 Crater Springs 700 N. Homestead Drive Midway, UT 84049	435-654-5588 craterspringsgolf.com	147	73.5	72	100	\$49	Public	7,095	6,085	N	62	Complete facility, rooms, banquets, Crater, golf	Chris Briscoe
2 Thanksgiving Point Golf Club 3300 W. Clubhouse Drive Lehi, UT 84043	801-768-7401 vanguardgolf.com	145	77.6	72	136	\$89	Public	7,716	6,344	Y	62	Bistro Grill, meeting space	Mark Whetzel
3 Soldier Hollow Golf Course Silver 1370 W. Soldier Hollow Lane Midway UT, 84049	435-654-7442 soldierhollowgolf.com	142	74.2	72	87	\$14-\$36	Public	7,355	5,994	N	62	Large practice area, full-service restaurant	Chris Newson
4 Canyons Golf 4000 Canyons Resort Drive Park City, UT 84098	435-615-4728 canyonsgolfcourse.com	141	69.0	70	45	\$95	Public	6,035	5,522	Y	66	Spa, food and beverage, meeting space	Justin Johnson
5 Stonebridge Golf Club 4415 Links Drive West Valley City, UT 84120	801-957-9000 golfstonebridgeutah.com	139	74.2	72	87	\$32	Public	7,134	6,188	Y	64	27 Holes, driving range, restaurant	Clark Garso
6 Park Meadows Country Club 2000 Meadows Drive Park City, UT 84060	435-649-2460 parkmeadowsgolf.com	138	74.8	72	*	*	Private	7,422	6,388	Y	62	Clubhouse, restaurant, locker room, pool, fitness, pickleball	Michael Manning
7 Riverside Country Club 2701 N. University Ave. Provo, UT 84604	801-373-8262 riversidecountryclub.org	136	73.1	72	20	\$85 WM	Private	7,142	6,380	Y	Dusty Fielding 62	Tennis, pool, athletic club, dining, golf	Robert McArthur
7 Soldier Hollow Golf Course Gold 1370 W. Soldier Hollow Lane Midway UT, 84049	435-654-7442 soldierhollowgolf.com	136	75.0	72	87	\$14-\$36	Public	7,719	6,131	N	62	Large practice area, full service restaurant	Chris Newson
9 Jeremy Ranch 8770 N. Jeremy Road Park City, UT 84098	435-649-2700 thejeremy.com	134	73.7	72	22	\$82	Private	7,129	6,494	Y	62	Full-service clubhouse, fitness facility, locker rooms, dining facilities, Nordic trac/winter	Jake Hanley
10 The Ranches Golf Club 4128 E. Clubhouse Lane Eagle Mountain, UT 84005	801-789-8100 theranchesgolfclub.com	133	73.1	72	20	\$42	Public	7,035	5,998	N	62	Clubhouse, grill, driving range, patio	Tele Wightman
11 Eagle Mountain Golf Course 960 E. 700 S. Brigham City, UT 84302	435-723-3212 eaglemountaingolf.com	131	71.7		38	\$30	Public	6,770	5,575	Y	62	Driving range, grill, extraordinary practice area	Chris Marx
12 Bountiful Ridge Golf Club 2430 S. Bountiful Blvd. Bountiful, UT 84010	801-298-6040 bountifulridgегolf.com	129	70.6	71	45	\$32	Public	6,595	6,020	Y	59	Pro shop, practice facilities, restaurant, lessons available	Kent J. McComb
13 Wasatch Golf Course Lake 975 Golf Course Drive Midway, UT 84049	435-654-0532 wasatchgolfcourse.com	128	72.0	72	115	\$14-\$36	Public	6,942	6,322	N	62	Large practice area, full-service restaurant	Chris Stover
14 Oakridge Country Club 1492 W. Shepard Lane Farmington, UT 84025	801-451-2281 oakridgecc.com	127	72.5	72	15	\$85 WM	Private	7,053	6,608	Y	61	Practice area, bar/restaurant locker room, pool	Rick Mears
15 Eaglewood Golf Course 1110 E. Eaglewood Drive North SLC, UT 84054	801-299-0088 eaglewoodgolf.com	126	71.2	71	68	\$46	Public	6,880	6,100	Y	63	Range, banquet hall, cafe, new carts w/USB	Brent Moyes
16 Wasatch Golf Course Mountain 975 Golf Course Drive Midway, UT 84049	435-654-0532 wasatchgolfcourse.com	125	70.4	71	115	\$14-\$36	Public	6,459	5,787	N	62	Large practice area, full-service restaurant	Chris Stover
17 Meadow Brook 4197 S. 1300 W. Taylorsville, UT 84123	385-468-1500 slcountygolf.com	124	70.7	72	25	1\$4-\$30	Public	6,710	5,805	N	*	On-site restaurant, golf shop	Troy Watkins
18 Hobbie Creek G.C. 94 Hobbie Creek Canyon Rd. Springville, UT, 84663	801-489-6297 springville.org/golf	123	69.5	71	20	\$46	Public	6,406	5,820	Y	Chris Moody 61	Driving range, 3 practice greens, snack bar, catering facilities, camping available	Craig Norman
19 Sun Hills Golf Course 3185 North Hills Drive Layton, UT 84041	801-771-4814 sunhillsgolf.com	122	69.9	71	40	\$42	Public	6,508	6,065	Y	Barry Schenk 61	Cafe, full driving range, putting, chipping greens	Mike Bicker
20 Crane Field Golf Course 3648 W. Cranefield Road Clinton, UT 84015	801-779-3800 cranefieldgolf.com	121	67	72	10	\$26	Public	6,300	5,139	N	Donny Scow 61	18 holes with carts, practice range	Zachary Aland
21 Ben Lomond Golf Course 1800 N. Highway 89 Harrisville, UT 84404	801-782-7754 benlomondgolf.com	119	68.7	72	25	\$42	Public	6,176	5,778	N	58	GPS, golf carts, snack bar	Jeff Cliften
22 Remuda Golf Course 2600 W. 3500 N. Farr West, UT 84404	801-731-7200 remudagolf.com	103	67.7	72	10	\$28	Public	6,372	5,600	N	Al Haag 58	Par 72, cart rental, grass range, clubhouse	Zachary Aland

Stonebridge Golf Club

Utah's Tournament Expert



Stonebridge Golf Club is Utah's tournament expert. Experience tournament golf the way it is supposed to be done - First Class! This means terrific service with attention to every detail, a championship golf golf course with a spectacular banquet room for awards and lunch and the best catering you will find anywhere.

Tournament dates still available for 2019.

"You and your staff made every person feel as though they belonged to the golf club. Not one of our other tournament courses does it like Stonebridge, simply first class!"

- Dr. Dave Compton
Zerex Celebrity Challenge

**Contact Tournament Director
Paul Phillips now to reserve your 2019
tournament date.**

801-957-9000

or email paul@golfstonebridgeutah.com

SAVE \$500* when you book your tournament and refer to Enterprise

www.golfstonebridgeutah.com

*100 player minimum



BARKER

from page 15

only kid you'd ever meet who never wanted to be an astronaut," Barker said. "My dream was to be a golf course superintendent."

"He just wanted to spend time with his dad," Todd Barker Sr. said of those days. "It was pretty obvious he also loved the work. As he got older the jobs got better ... now he's much more knowledgeable in terms of agronomy than I ever was."

That's high praise from his dad. Men striving to live up to their father's image, pity T.A. — Todd Barker Jr. — because in his father he has a doozy of a namesake to live up to. Along with being a dedicated family man and influential local business owner, Todd Sr. is a member of the Utah Golf Hall of Fame, a five-time Utah Golf Association Player of the Year, a five-time Salt Lake Amateur champion and a two-time GCSAA National Golf Champion. (Fun fact: T.A.'s grandpa, Vaughn, also won the GCSAA tournament back in 1977.)

T.A. said he's no hack (he won the Division Four championship at the 2015 Golf Industry Show in San Antonio), but a long time ago he realized his future was in keeping greens, not reading them.

"I gave up a golfing career a long time ago and I've always found the science behind golf more interesting than actually playing," Barker said. "Dad is my biggest critic, which makes me better. He knows what good golf is. As long as he's happy, I know the course looks good."

A livelihood and the future

The Salt Lake City area is rich with majestic mountains and great golf courses. Golf tourists traveling through the area might not have heard of Fore Lakes. That's OK — the course isn't designed for them.

"It's a great facility to take your first step in golf. It's affordable, there are a lot of leagues," said Bill Walker, the former executive director of the Utah Golf Association, now executive director of the International Association of Golf Administrators. "The greens are great, and there's a large practice putting green and chipping green. If you're talking about getting kids into the game, it's ideal. It's right off I-15. It's just a great set-up."

An adult walker pays \$12 to play the nine-hole executive course, \$10 to play the par-3. A senior pays \$10 for the executive, \$7 for the par-3. The price of a beer ranges from \$2.25 to \$2.50, the quarter variance depending on the brew's country of origin.

Barker believes Fore Lakes' practice putting green is the most-used golf green in the state of Utah. Seeing

people on it constantly makes his day.

This Utah course is surprisingly diverse. Beyond the beer league, the women's league and the couples league, there's the veterans, the Pacific Islanders and the Special Olympians, among others. A busy day is 300-plus 9-hole rounds with 100-plus visiting the driving range throughout the day.

The father of three (he and wife, Natalie, have three children, Peyton, 10; Boston, 7; and Greyson, 3) loves it when kids play the course. He's embraced the Youth on Course program to encourage more young golfers to visit Fore Lakes. A kid buying a \$10 membership to the program can play the par-3 course for \$1 anytime or the executive course for \$4. The difference is subsidized by the Utah Golf Foundation.

"One time," Barker said, "I drove up to a group and I said, 'Do you guys know about the Youth on Course program? Every time you come here, it would only cost you \$1 if you show your card.' One of the kids in the group, his brain clicks and he says, 'That means I could have played five times today!' Getting those kids to play is my livelihood, it's what feeds my kids and it's the future of the game."

"T.A. has never said no to anyone," Walker said. "More players, more diversity. A lot of the veterans go back and play there because it's such a welcoming place to go. T.A. seeks out ways to get customers there."

'The radio guy'

There's a problem when a person becomes known for saying 'yes' — that means more and more people will ask for favors.

And that's how T.A. Barker became a radio personality.

He originally was to be the guest on a Utah golf radio show broadcast Saturday mornings with Paul Pugmire, executive director of the First Tee of Utah, as host. But shortly after his first appearance, Pugmire asked him to become a regular.

"There's a reason I asked him to join the show," Pugmire said. "He has two areas of expertise: 1. He's a certified superintendent from Penn State, and 2. He knows as much as anyone about growing up on a golf course, running a golf course, owning a golf course. A long time ago I worked on a grounds crew, so I have a soft spot for maintenance. But we were able to have impromptu conversations on the radio show that we never would have otherwise had without T.A. And he taught me things about golf courses that I never knew!"

"Before (at Fore Lakes), I was known as the superintendent, but now when I'm out on the range I'm known as the radio guy," Barker laughed. "I don't know how I ended up on the



T.A. Barker Jr., superintendent at Fore Lakes Golf Course in Taylorsville, poses with his wife, Natalie, and sons Peyton, 10; Boston, 7; and Greysen, 3.

radio. Paul and I are polar opposites but we mesh together well. I'm a big proponent of slowing down green speeds, so we talk about that kind of stuff."

Barker recently retired from the radio show because of his new responsibilities as an elected member of the GCSAA board of directors, a position that thrills Barker.

"Serving the 18,000 members of GCSAA is an honor. Since being elected to the board at the Golf Industry Show, I have found the staff and the board of GCSAA live our mission every day," Barker said. "It's been a lot of work that fills my heart with joy knowing that I contribute to our mission every day. We truly are the global leaders in golf course management."

Pugmire said it wasn't the radio show or the GCSAA election that made Barker's name known throughout Utah.

"T.A. and his family matter way beyond Fore Lakes. You have to remind yourself that T.A., his dad and his grandpa are running a golf course, because they're all over Utah ... the Barker family is a family that matters in Utah golf," Pugmire said. "T.A. is involved and serves both the golf community and the Salt Lake City community. He's a guy who gives back. Fore Lakes participates in all the programs — Get Golf Ready, Play 9, you name it."

More of the spotlight

The spotlight seems to have focused on Barker lately. Around the same time as this story was being written, he was nominated for Utah Section PGA Superintendent of the Year-Public Golf.

Megan Huntsman, program director for the Utah Golf Foundation, is happy to see Barker's success. She

manages the Youth on Course and the Veterans Golf programs and owes some of her success to Barker, as he was one of the first adopters of both programs.

"I understand T.A. a little bit because he grew up in golf and I grew up in golf," Huntsman said. "He's not in golf because of the family connection, but because he genuinely loves it. He loves golf because of the people ... and you can't go wrong with people involved in Utah golf. It's a family game here, because it has to be — we have big families here."

Todd Sr. is happy to see his son's success as well. "(T.A.) is a go-getter; he has lofty goals," Barker Sr. said. "I'm happy to put in a little extra time for him to support him. We're blessed. We're not the only family in the golf business here ... and we just keep chugging along."

"I don't process it well," Barker said about the accolades after a Sunday afternoon installing an irrigation system in his yard. He can't help but choke up a little. "I've never realized how people look at our family. I know who my dad is and what he accomplished, but for me he was just Dad. Golf put food on the table. We owe golf nothing, and golf owes us nothing. I just love this industry, not even golf ... but people enjoying golf, kids enjoying golf and knowing I impacted their day."

So, the guy who charges \$10,000 on his personal credit card for the local chapter meeting expenses — the same guy who charges local kids \$1 to tee it up at his course — is a good businessman?

Indeed, he is. If Herb Graffis were here today, he'd look at Fore Lakes and congratulate T.A. for taking care of business.

10 REASONS

golf will always be the Ultimate Business Tool

Anyone reading the mainstream media and their constant efforts to trumpet the demise of golf could be forgiven for thinking that golf as a business tool is passé. Sure, participation is down, but 25 million players in the USA alone is not exactly a small number.

Then when you look at the number of top CEOs, sports stars, movie stars and entrepreneurs who are avid golfers, those numbers are actually pretty impressive. An estimated 90 percent of Fortune 500 CEOs play golf, as have almost all of the U.S. presidents since

Ike. And executives who play golf make an average of 17 percent more than those who don't.

Business golf is not just surviving, it's thriving! For the sake of your business or career, here are 10 reasons you'd better get in on the action:



1

Face Time

Where else can you spend four quality hours with your company CEO or valued customers? With today's busy schedules most of us are lucky if we can get five minutes! There is simply no other sport with the amount of quiet time between shots that allows for wide-ranging conversations and mutual interests to be discovered.

4

Friendships Forged

An interest in golf alone can be enough to move your friendships several notches up the corporate ladder. Best of all, the friendships built around golf tend to last a lifetime, so as people move around new opportunities will open up for you.

7

Game for Life

It's a sport that suits all ages, backgrounds and abilities. Thanks to the handicap system, people of widely different abilities can play together and still compete. So the 60-something CEO can still beat his 30-something prospect or employee, while the 30-something executive can look forward to decades of on-course meetings and deals. Try doing that on the squash court!

9

Networking

One of the great things about golf is you can just show up at a club and get a game. Depending on your business, you could be looking at three prospects each and every time you tee it up! Golf is the ultimate networking environment for all kinds of professionals and services.

2

Serene Surroundings

You can plan a client meeting in an office surrounded by water, nature and sand instead of four white walls. This instantly creates a more relaxed and friendly environment in which to do business without the normal distractions.

5

Open Doors on the Road

When you travel, golf is a great way to open doors by letting prospects or business contacts know you are in the area and up for a game. I have built many amazing relationships around the world by looking on LinkedIn for someone in the area I am planning to visit and suggesting a game.

8

Advantage Women

If you are a businesswoman, playing golf is an even greater advantage. Adrienne Wax, co-author of *Even Par: How Golf helps Women Gain the Upper Hand In Business*, says, "Outside the office, you can communicate differently with your higher-level peers and get to know one another in a way that the office can't provide. Being able to talk golf in the office gives you a chance to bond with the bigwigs. If you can talk about golf, suddenly you have reasons to talk with the CEO."

10

The 19th Hole

After your round, the 19th hole provides the perfect setting to take your newly enhanced relationship to the next level or, indeed, to go ahead and ask for the order!

So, don't wait any longer, get out of the office and head to the course, to boost your business today!

3

Business Intelligence

You can learn more about a person in four hours golfing than in a lifetime of meetings. Not just by what they say but by how they handle themselves on the course. Do they play by the rules and control their emotions? Or do they fudge and blow a fuse?

6

Perfect Gifting

When someone is a golfer, it's easy to give a small gift that makes an impact. A golf book or logoed hat or towel from St. Andrews can quickly and inexpensively enhance a relationship.

Andrew Wood is CEO of Legendary Marketing, a Tampa/Orlando-based advertising agency. He is a leading expert on golf, resort, destination and real estate marketing and the author of over 20 books, including *The Golf Marketing Bible*.

10

GOLF COURSES - SOUTHERN UTAH AREA

Ranked by Slope



List Development Laneace Gregersen | laneace@slenterprise.com

	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2017	Greens Fees per 18 Holes	Private or Public	Total Yardage from Tips	Total Yardage Whites	Dress Code?	Course Record	Amenities	Head Pro
1	Coyote Springs Golf Club 3100 State Route 168 Coyote Springs, NV 89037	877-742-8455 coyotesprings.com	149	76.8	72	5	\$60-154	Public	7,471	6,215	Y	Alex Cejka 66	Restaurant on site	Karl Larcom
2	Falcon Ridge Golf Course 1024 Normandy Lane Mesquite, NV 89027	702-346-6363 golffalcon.com	138	71.6	72	*	\$120	Public	6,569	6,211	Y	62	Resturant, putting greens	Rob Wursten
2	Green Spring Golf Course 588 N. Green Spring Drive Washington, UT 84780	435-673-7888 greenspringgolf course.com	138	73.5	72	3	\$45	Public	6,859	6,417	N	62	Within 40 minutes of Zion National Park	Nick Neeley
2	Oasis Golf Club Canyons 100 Palmer Lane Mesquite, NV 89027	702-346-7820 theoasisgolfclub .com	138	71.5	71	*	\$135	Semi-Private	6,403	5,832	Y	Andrew Yeh 65	Grille Room, members lounge & bar, locker rooms	Adam Schwartz
5	Conestoga Golf Club 1499 Falcon Ridge Parkway Mesquite, NV 89034	702-346-4292 conestogagolf.com	137	74.9	72	*	\$59-175	Public	7,232	5,889	Y	66	Full-length practice facility, golf shop, restaurant & beverage car	Scott Ballif
5	Sand Hollow Championship 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresorts .com	137	73.7	72	*	\$155	Public	7,315	6,462	Y	63	Practice bunker complex, clubhouse	Adam Jasperson
7	Coral Canyon Golf Course 1925 N. Canyon Greens Drive Washington, UT 84780	435-688-1700 coralcanyongolf .com	136	74.2	72	12	\$60-120	Public	7,200	5,993	Y	Nick McKinley 61	Restaurant, full bar, practice facilities, lessons, full pro shop	Marco Leoni
8	The Hideout Golf Club 648 S. Hideout Way Monticello, UT 84535	435-226-1292 hideoutgolf.com	134	71.1	72	*	\$42	Public	6,654	5,635	N	67	Driving range, pro shop, snack shop	Tyler Ivins
8	Oasis Golf Club Palmer 100 Palmer Lane Mesquite, NV 89027	702-346-7820 theoasisgolfclub .com	134	71.3	71	*	\$145	Semi-Private	6,468	5,564	Y	Josh Barnes 60	Grille Room, members lounge & bar, locker rooms	Adam Schwartz
10	Moab Golf Club 2705 E. Bench Rd. Moab, UT 84532	435-259-6488 moabcountryclub .com	132	72.4	72	12	\$51	Public	6,875	5,468	N	61	Pro shop, driving range, snack bar	Robby Jones
11	Sunbrook Golf Club 2366 W. Sunbrook Drive St. George, UT 84770	435-627-4400 sgcity.org	131	73.1	72	40	\$40-70	Public	6,800	6,100	Y	64	Grill	H. Reed McArthur
12	Entrada at Snow Canyon Country Club 2537 W. Entrada Trail St. George, UT 84770	435-986-2200 golfentrada.com	127	73.5	71	10	\$175	Private	7,062	6,108	Y	63	Fitness center, restaurant, locker room, pickleball, golf shop	Andrew Hopkins- Payne
13	Bloomington Country Club 3174 Bloomington Drive E. St. George, UT 84790	435-673-2029 bloomington countryclub.com	126	71.3	72	10	\$90	Private	6,985	5,563	Y	*	Range, restaurant, lounge, pool, tennis courts	Mark Boggs
13	Sand Hollow Links 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresorts .com	126	36.6	36	*	\$65	Public	*	*	Y	*	Practice bunker complex, clubhouse	Adam Jasperson
13	St. George Golf Club 2190 S. 1400 E. St. George, UT 84770	435-627-4404 stgeorgegolfclub.com	126	73.7	73	*	\$20-33	Public	7,217	5,203	Y	*	Full-service golf shop, snack bar, cart rentals, rental clubs, practice green	James Hood
13	SunRiver Golf Club 4210 Bluegrass Way St. George, UT 84790	435-986-0001 sunrivergolf.com	126	72.6	71	*	\$59	Public	7,020	5,847	Y	61	Restaurant, grass tee driving range, putting course	Larry Ricketts
17	Sky Mountain Golf Course 1030 N. 2600 W. Hurricane, UT 84737	435-635-7888 skymountaingolf .com	125	70.4	72	72	\$58	Public	6,392	6,014	N	63	Driving range, grill, practice green	Kent Abegglen
18	Palisade Golf Course 2200 E. Palisade Road Sterling, UT 84665	435-835-4653 golfpalisade.com	123	69.7	123	72	\$30	Public	6,333	5,755	Y	Jeff Evans 62	Practice areas, dining	Jordan Van Orman
19	Dixie Red Hills Golf Course 645 W. 1250 N. St. George, UT 84770	435-634-5852 sgcity.org	119	65.9	34	*	*	Public	2,725	*	Y	*	Snack bar, driving range	Allen Orchard
20	Southgate Golf Course 1975 S. Tonaquint Drive St. George, UT 84770	435-628-0000 stgeorgecitygolf .com	118	69.1	70	*	*	Public	6,100	*	Y	*	Snack bar, driving range	Scott Draper

Enjoy the Beauty that is Sky Mountain!

6,450 yds.

Par 72

(435) 635-7888

Sky Mountain Golf Course is a public 18-hole golf course owned and operated by the City of Hurricane. It is located in scenic St. George, Southern Utah area and surrounded by Zion National Park and the Pine Valley Mountain range. Sky Mountain Golf Course is set in one of the most picturesque and beautiful locations anywhere in the world.

www.skymountaingolf.com


SKY MOUNTAIN
Golf Course

GET THE NEWEST CERTIFICATE FROM
UNIVERSITY CREDIT UNION

3.00%
APY

15 MONTHS

WITH THE CHOICE TO ROLL OVER TO A 12 MONTH
TERM AT THE PREVAILING 24 MONTH RATE

NEW MONEY ONLY

UCREDITU.COM

801-481-8800

University
FEDERAL CREDIT UNION



*You may incur a penalty on dividends should you choose to withdraw your money before the completion of the term. APY= Annual percentage yield. APY is accurate as of 1/1/19. \$500 minimum required. Fees could reduce earnings. If the Certificate is allowed to roll-over after the initial 15-month term, it will reset for a 12-month term at the prevailing 24-month rate. If the Certificate is then allowed to roll over a second time after the 12-month term, it will reset for an additional 12-month term at the prevailing 12-month rate. Federally insured by NCUA. Valid from 1/1/19 - 3/31/19