

## OF NOTE



### **Voiture tout électrique**

French auto maker Peugeot has announced that it will introduce its first in a series of 100 percent zero-emission cars this summer. The e-208 will have a 100-kilowatt electric motor and a 50-kilowatt-hour battery with a range of up to 211 miles. Gas and diesel versions of the 208 will also be available. Peugeot said it expects to have an electric version of all of its models by 2023.

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*Gordie Russell, regional senior vice president at Northrop Grumman, speaks about aerospace industry growth during the recent Economic Forecast event in Ogden, presented by Bank of Utah, the Ogden-Weber Chamber of Commerce and the Weber State University Goddard School of Business and Economics. Russell was one of three speakers at the event, with each saying Northern Utah has the elements in place to see strong economic growth in the future.*

## Economic forecast: Northern Utah about to start catching up

**Brice Wallace**  
*The Enterprise*

While Utah's economy is booming, Northern Utah's is lagging, but that should change in the future, according to speakers at a recent economic outlook gathering.

Brandon Fugal, chairman of Colliers International in Utah, said Davis and Weber counties could benefit economically as an alternative to the exploding Silicon Slopes area. Natalie Gochmour, director of the University of Utah's Kem C. Gardner Policy

Institute and chief economist for the Salt Lake Chamber, said Northern Utah counties should be working together, including formulating a better message. And Gordie Russell, regional senior vice president at Northrop Grumman, said the area is primed for lots of employment growth in the aerospace sector.

All three spoke in Ogden at the Bank of Utah's annual Economic Forecast event, which was presented along with the Ogden-

**see NO. UTAH page 18**

## Attitudes index off a tad; Utahns remain optimistic

Utahns remain confident in their economic situation, but seem to be hedging their bets just a little, according to the Zions Bank Utah Consumer Attitude Index (CAI) released last week for the month of February. The CAI decreased 0.1 points to 113.8 in February and showed a year-over-year drop of 4.1 points. In comparison, the national Consumer Confidence Index increased 9.7 points to 131.4 in February.

The Utah Present Situation Index, a sub-index of the CAI, slipped 2.2 points to 128.8 points in February. The number of Utahns who feel that jobs are plentiful dropped from 63 percent to 60 percent in February. Year-over-year, the Present Situation Index has increased four points, due primarily to Utahns' perception that jobs are plentiful within the state.

The Utah Expectations Index inched up 1.3 points to 103.8 points in February due largely to Utahns anticipating the state economy will continue on the same trajectory for the next six months. Very few Utahns see business conditions worsening in the near future, with only 8 percent anticipating deteriorating economic conditions. That number is down from an already-low 12 percent in January.

As further indication that Utahns believe the state economy has hit the pause button, 66 percent of Utahns believe that

**see CAI page 16**

## Chamber joins coalition pushing USMCA adoption

The Salt Lake Chamber joined more than 200 companies, business and trade organizations and associations calling for congressional approval of the United States-Mexico-Canada Agreement announced earlier this year by Pres. Donald Trump. The new coalition represents farmers and ranchers, manufacturers, service providers and technology companies, the chamber said in a press statement.

The chamber said the newly formed

USMCA Coalition will make the case to Congress for expeditious passage of the agreement and will work to educate the American public about the benefits of the new deal. It said the effort will harness the advocacy strength of a broad membership of companies, trade associations and chambers of commerce.

"As an export state, Utah's thriving economy is directly tied to our ability to export what we make, grow and build," said

Derek Miller, president and CEO of the Salt Lake Chamber. "For years, our greatest export partners have been our neighbors to our north and south. Utah's exports to Canada have doubled over the last five years and those to Mexico have tripled. An updated free-trade agreement would provide Utah companies both predictability and stability,

**see USMCA page 16**



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## Stericycle to shut down incinerators, not move

An Illinois-based company that has operated a medical waste incinerator in North Salt Lake will close down the facility and not move it to Tooele County as previously announced. Stericycle has been working to move the facility since the Utah Division of Air Quality fined the company \$2.3 million in 2015 for illegal emissions emanating from the incinerator.

But company spokesperson Jennifer Koenig said late last month that the planned 40-acre parcel in Tooele where Stericycle planned to build twin incinerators proved unworkable. "The challenges with water became too

costly to make this economically feasible in the long term," she said. Koenig said Stericycle notified the air quality and solid waste divisions with the Utah Department of Environmental Quality of its decision to abandon the Tooele County site on Feb. 20.

"We will keep our transportation operation in North Salt Lake," Koenig said, so its metropolitan base of customers will still have an avenue for disposal of waste that is trucked out of state. Stericycle's nearest waste incinerators will be in Kansas City following the closure.

The Utah Division of Air Quality agreed to waive half of

its \$2.3 million fine in 2015 if Stericycle agreed to relocate its incineration operations to a more remote section of the state away from residential populations. The company then had three years to complete the move from North Salt Lake. "The fine was dependent upon us closing the (North Salt Lake) facility once all the (state and local) permits had been issued. We intend to be compliant with the agreement," Koenig said.

Stericycle incinerates medical waste that includes pathological materials, trace chemotherapy and nonhazardous pharmaceutical waste from clients such as hospitals and nursing homes.



High West Distillery's distilling operation and tasting room near Wanship is part of the company's acquisition by Constellation Brands of New York. The Park City-based company sold for \$160 million.

## Park City whiskey co. sold

Park City's High West Distillery has been sold to Constellation Brands, a Victor, New York-based Fortune 500 beverage company. The company, founded by Dave Perkins in Park City's Old Town in 2004, has posted double-digit, year-over-year volume growth for the past three years and sells about 70,000 cases of whiskey annually, according to a release announcing the sale.

The sale price of \$160 million includes the property High West owns at 703 Park Ave., where it operates a saloon and distillery; and the Nelson Cottage by High West, a restaurant at 651 Park Ave. Constellation Brands will also take over the lease on High West's 30,000-square-foot distillery and tasting room in Wanship, Perkins said. The purchase includes High West's portfolio of four primary whiskeys and several limited-edition spirits.

Perkins said the transaction is expected to close by the end of October.

Perkins told *The Park Record* newspaper that the deal ensures a bright future for the distillery. "Being part of Constellation

Brands' portfolio will allow High West to build on the growth that has seen it become a major player in the high-end craft spirit industry," he said.

Perkins said there are no plans to make any changes, either at the saloon in Park City or at the Wanship distillery, that would affect the customer experience. "We wouldn't have even been interested in talking to (Constellation Brands) if that was the case," he said. Perkins will remain involved in High West as its self-described chief ambassador. John Esposito, the distillery's CEO and a former executive at companies such as Bacardi, will continue running day-to-day operations.

"With the addition of High West, Constellation Brands bolsters its position in the dynamic and growing craft spirits category," said Bill Newlands, president of Constellation Brands' wine and spirits division. "We look forward to welcoming this creative and talented team to Constellation Brands as we work together to drive growth for High West and build our premium spirits portfolio with brands that consumers love."



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# Utah's tech industry employment increases at more than twice the national rate

Everyone knows that the tech and innovation industry is important to Utah's economy. But a new study from the Kem C. Gardner Policy Institute at the

University of Utah has put numbers to that importance.

The research, which was released recently on Utah's Capitol Hill at the annual "Tech Day

at the Legislature," shows Utah's tech economy supports one in seven Utah jobs, pays annual compensation 75 percent higher than other industries and has increased

employment at more than twice the national rate over the past decade.

"Utah's tech companies compete on a big stage when it comes to software, IT services, devices and e-commerce," said Levi Pace, senior research analyst at the Gardner Policy Institute and lead researcher on the study. "From startups to billion-dollar valuations, Silicon Slopes' companies connect Utah to the global innovation economy and are a key component of Utah's recent economic success."

Highlights from the research include:

• **Utah and U.S. job growth.**

Job growth in Utah's tech industry averaged 3.6 percent a year from 2007 to 2017, more than double employment growth in the tech industry nationwide.

• **Economic impact.** Total economic impact during 2017 exceeded 302,000 jobs at companies that paid \$20.1 billion in earnings and generated \$29.9 billion in GDP.

• **Spending.** In-state spending by tech companies and workers supported nearly 186,000 Utah jobs outside the tech industry.

• **Jobs and GDP.** Tech companies in Utah directly and indirectly supported more than one in seven Utah jobs (15.2 percent)

and over one-sixth of state GDP (17.6 percent).

• **Compensation.** Average annual compensation was \$102,000 in the tech industry, 75 percent higher than the \$58,400 per job in other industries.

The study was released as part of the Utah Governor's Office of Economic Development's annual spotlight on the tech industry. The Utah Legislature funded the research so decision-makers could better understand the contributions of this industrial sector.

Three Utah trade associations — Silicon Slopes, the Utah Technology Council and the Women Tech Council — as well as GOED, the Utah Department of Workforce Services and ED-UTah contributed to the study's methodology, data collection and preliminary findings. A more comprehensive report will be released in July, once company data is available for 2018.

## MWCN honors Merit Medical founder Fred Lampropoulos as Entrepreneur of the Year

MountainWest Capital Network (MWCN) has announced the 2019 recipient of its Entrepreneur of the Year award. Fred Lampropoulos, chairman, founder and CEO of Merit Medical Systems, was recognized as someone who has demonstrated outstanding achievement by building an industry-leading company, inspiring others to pursue their own entrepreneurial vision and giving back to the community.



Fred Lampropoulos

"Fred has been a pillar of Utah's business and entrepreneurial community for more than three decades and his influence is felt across industries and generations," said Drew Yergensen, president of MWCN. "Through his leadership, Merit has grown from a startup to a publicly traded company with thousands of employees across the globe. He has demonstrated excellence, vision and tenacity throughout his pivotal career, and we're proud to give him this recognition."

Lampropoulos' entrepreneurial path was far from direct, according to biographical information published by MWCN. The first person in his family to graduate from high school, Lampropoulos thrived at Westminster College and the University of Utah. When the Vietnam War began, Lampropoulos suspended his education to join the military and served for 10 years as a Green Beret. His post-military years took him through several professions, including stock broker and commercial real estate developer, before someone suggested he get involved with Utah Medical, which was at that time on the verge of insolvency.

After successfully turning Utah Medical around as its chairman and CEO, Lampropoulos founded Merit Medical Systems Inc. in 1987. In addition to his business acumen, Lampropoulos is also an active inventor and holds more than 240 patents for devices used in the diagnostic and therapeutic treatment of car-

diovascular disease. Merit Medical has grown from a small startup to employing more than 5,600 people worldwide. In 2018, the company posted more than \$870 million in revenue.

"I don't think I ever set out to be an entrepreneur — this was an unexpected opportunity that came to me, but I'm glad I took it. This award is similarly unexpected and I'm honored to be recognized," said Lampropoulos. "Throughout my life, there have been so many people who have helped in different ways. It's been gratifying that I have been able to pay it forward and help others, both in business and with service."

Lampropoulos has also been consistently involved in his community and serves on many boards. His efforts and contributions to the state and community have garnered him several honors, including the Governor's Medal for Science and Technol-

ogy and the Bronze Minuteman Award. He was inducted to the Utah Business Hall of Fame, the Utah Technology Council Hall of Fame and the University of Utah College of Science Hall of Fame. He is an honorary colonel in the Utah National Guard.

Lampropoulos joins other entrepreneurs and pioneers who have received the Entrepreneur of the Year award since 1983. Past honorees include Ryan Smith, Jeremy Andrus, Aaron Skonnard, Peter and Nicole Mouskondis, Tom Dickson, Todd Pedersen, Josh James, Peter Metcalf, Larry H. and Karen Gail Miller, Alan E. Hall, Amy Rees Anderson, Kirk Benson, Ted Stanley, Ken Woolley, Hunter Jackson, David Evans, Ray Noorda, Dale Ballard, Dinesh Patel, Gary Stevenson, Scott Watterson, David Bailey, Hyrum Smith, Jerry Atkin, Sid Green, Steve Aldous, Spencer Kirk and Dave Spafford.

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# We just don't like to pay our taxes

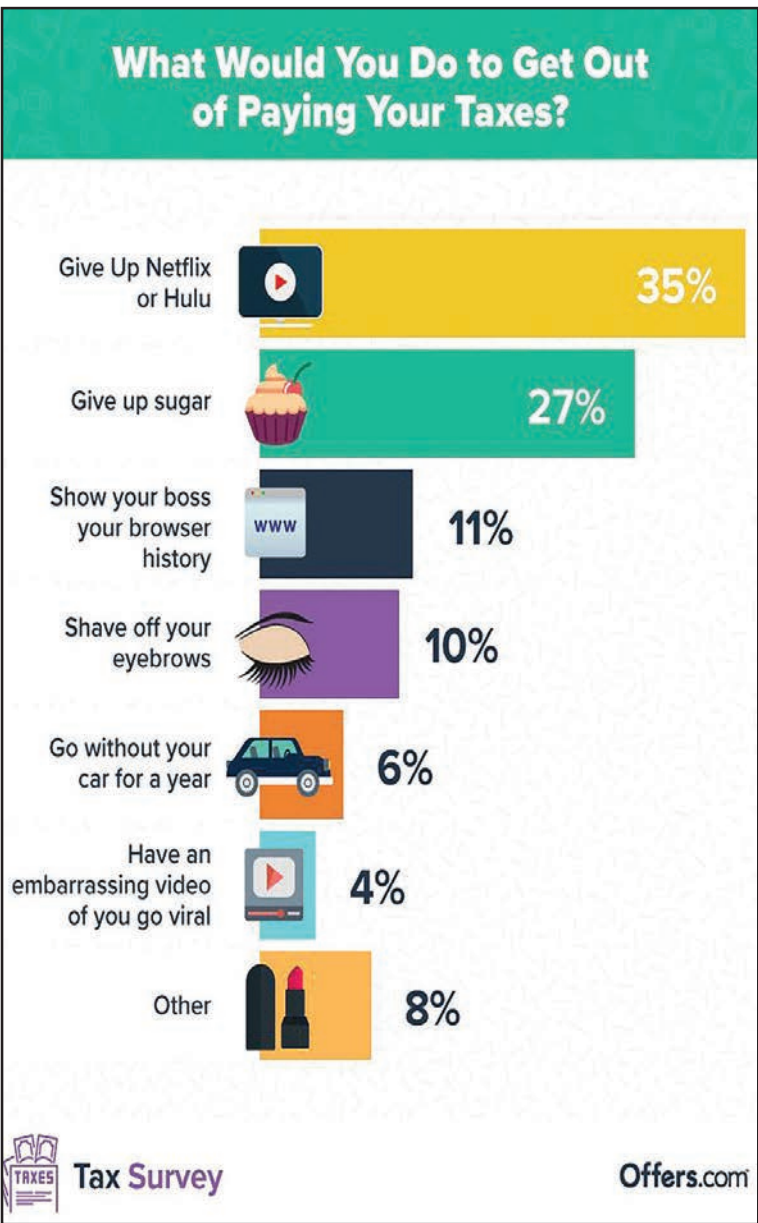
Utahns just don't like to file their taxes. So says a recent survey from online coupon website offers.com.

In fact, they'd give up some pretty important things to get out of meeting the April 15 deadline.

For instance, 35 percent of Utah consumers would rather give up their Netflix or Hulu subscriptions than pay taxes this year. Another 27 percent would be ready to give up sugar.

The survey also found that 34 percent of Utahns are planning to use a paid or free online software program to file their taxes, with 31 percent voting for TurboTax as their favorite tax software. Another 34 percent are planning to file their taxes through an accounting firm.

Most Utahns don't worry a lot about their taxes, with 67 percent saying they aren't overly concerned about filing. But another 8 percent said they won't get it done on time.



## CORPORATE FINANCIAL REPORTS

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

### Extra Space

Extra Space Storage Inc., based in Salt Lake City, reported funds from operations (FFO) attributable to common stockholders and unit holders of \$162.3 million, or \$1.20 per share, for the fourth quarter ended Dec. 31. That compares with \$158.6 million, or \$1.17 per share, for the same quarter a year earlier.

In the most recent quarter, net income attributable to common stockholders was \$101.5 million, or 80 cents per share. That compares with \$216 million, or \$1.69 per share, for the same quarter a year earlier.


Same-store rental revenues in the most recent quarter totaled \$242.8 million, up from \$233.9 million a year earlier.

For the full year 2018, the company reported FFO of \$623 million, or \$4.62 per share. That compares with \$590.2 million, or \$4.37 per share, in 2017. Net

income was \$415.3 million, or \$3.27 per share. That compares with \$479 million, or \$3.76 per share, in 2017. For the full year 2018, same-store rental revenues totaled \$958.8 million, up from \$921.3 million in 2017.

“2018 played out as expected, and it was another solid year for Extra Space Storage,” Joe Margolis, CEO, said in announcing the results. “Our diversified portfolio continues to produce steady results, with same-store revenue and NOI (net operating income) growth both over 4 percent for the year despite the increasing impact from development. Our same-store NOI was enhanced by our strong external growth, together driving core FFO growth of 6.6 percent. We expect additional pressure from new supply in 2019, but believe that our diversified portfolio and best-in-class platform are well-positioned to navigate the competitive landscape.”

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At a recent meeting to sign a memorandum of agreement between the United States Chamber of Commerce and the Salt Lake Chamber are (front) Josh Kram, senior director for Middle East affairs at the U.S. Chamber of Commerce (left); Derek Miller, president and CEO of the Salt Lake Chamber; (back) Dan Catarivas, director general of foreign trade administration of the Manufacturers Association of Israel (left); and Doron Hemo, head of the Americas division of Israel's Ministry of Economy and Industry.

## SL Chamber joins U.S. Chamber in commercial partnership with Israel

The Salt Lake Chamber has signed a memorandum of understanding (MOU) with the United States Chamber of Commerce to join forces on a program promoting stronger commercial ties between Utah and Israel, particularly in the water sector. In a release, the local organization said it thinks there are opportunities, challenges and a need for cooperation on both sides.

"As the second-driest state in the nation, with a population expected to double by 2050, responsible water usage is critical to Utah's continued economic prosperity," said Derek Miller, president and CEO of the Salt Lake Chamber. "By working together with our partners in Israel, we will have the opportunity to share with each other best practices to successfully attract new business investment and develop policy and industry solutions to encourage adoption of new water technologies. The Salt Lake Chamber is proud to be leading out in these efforts and we look forward to hosting the 2019 Business H2O Summit later this year."

Under the agreement, the Salt Lake Chamber and the U.S. Chamber will target collaboration in the water sector, creating new research- and information-sharing

opportunities between Utah and Israel to manage limited water resources.

"Water is a critical resource for business," said Khush Choksy, U.S. Chamber senior vice president for Middle East and Turkey affairs. "Utah and Israel are leaders in water policy and developing industry solutions in water-scarce areas. We look forward to working with the Salt Lake Chamber together with the U.S. Chamber's Business Task Force on Water Policy on the Business H2O Summit as a way to spur new partnerships between the U.S. and Israel, accelerate the development and adoption of innovative water technologies, and position Utah and Israel as leaders in water management."

The MOU provides for the Salt Lake Chamber and the U.S. Chamber will work together to:

- Organize the 2019 Business H2O Summit in Salt Lake City in cooperation with the government and leading private-sector organizations in Israel.
- Develop stronger connections between Utah and Israel focused on expanding trade and building new commercial partnerships in the water sector.
- Facilitate relationships among government, business and universities in Utah and Israel.



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## What aren't you willing to do? Real leaders roll up their sleeves and go to work

A few years ago, my company undertook a special project for a major client. It included training, coaching and the development of processes to improve the client's efficiency in delivering outcomes desired by its customers. In doing so, we approached a world-renowned expert in key aspects of the project, suggesting that he deliver the keynote address for our training. After negotiating his fee, he agreed. We were thrilled to bring him on board, knowing that his presentation would add credibility to our work.

On the day of the presentation, we arrived two hours early to set up the training room. This involved hefting about a dozen large bins containing props, handout materials and electronic equipment into the building. Parking was about a football field's length from the facility — and it was snowing steadily. Fresh, deep snow prevented the use of carts,

so each box required hand-carrying.

Our keynote speaker arrived at the venue about the same time we did. As we began lugging our containers, he waved to us, then walked into the building. When we caught up with him, he was comfortably seated on the stage. With most boxes still in our vehicles, I suggested that we could use his help.

His response stunned me. "I have a Ph.D.," he said, "and I don't do manual labor." I thought he was joking, so I responded, "Hey, we won't hold your Ph.D. against you if you help us."

Looking directly at me, he said, "You may hold it against me if you wish, but I'm not carrying boxes!" Surprised, I simply replied, "OK, we've got it covered."

Our expert was masterful in his presentation, for which we were most grateful. But there was something aristocratic in his unwillingness to lend a hand that

was off-putting. He was clearly an icon in his field, but was he the type of leader others would want to follow? Had his education and expertise caused him to adopt an air of superiority, an attitude that saw certain tasks as "beneath him"?

There is a story told about men building a bridge during the Revolutionary War. The task was formidable for only five men and one officer, who was clearly overseeing the process. A mounted rider came upon them. He approached the officer in charge, commenting on the apparent difficulty of the undertaking for so few men. The officer agreed, saying that they certainly needed more help. The rider then asked, "Why don't you help?" to which the officer replied, "I am a corporal, sir! I don't do this type of work!"

The rider dismounted, rolled up his sleeves and went to work, helping build the bridge. Well after dark, the job was done. The rider remounted his horse, once again approaching the officer. "Corporal," he said, "the next

time you need extra hands to do manual labor, please be sure to call upon your commander-in-chief. I will gladly come!" General George Washington then galloped off.

My question is, "Are we, as leaders, like George Washington — or are we like the corporal or the Ph.D.?"

One of the most prevalent and critical problems in business today is the lack of employee engagement. Related to this is the loss of key employees, of talent leaving for greener pastures. On average, only about three out of 10 employees are fully engaged, five are semi-engaged and two are totally disengaged. Business success, then, is essentially reliant on the work of the three who are fully engaged. Unfortunately, these employees, being overburdened, often burn out. They are frequently the talent who jump ship.

As leaders, we must acknowledge our critical role in dealing with these challenges. Do we encourage engagement by our own example of being engaged, even

when the task may not be what we deem to be "executive work"?

When we distance ourselves from our people through self-importance, we lose three vital things:

**1. Essential two-way communication.** We become deaf to the problems and opportunities our people see in the business.

**2. The support of others in our own heavy burdens.** It is, indeed, lonely at the top. But being aloof and disconnected make it even lonelier.

**3. The respect of highly engaged team members,** as well as the opportunity to grow the respect and commitment of those who are less engaged.

There is some validity to the phrase "rank has its privileges." Perhaps the greatest privilege is that of being highly engaged with those whom you lead.

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



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# Industry Briefs

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

## ACCELERATORS

• Applications are being accepted until March 13 for the spring cohort of **RAMP**, a product/startup accelerator for innovators using carbon fiber, advanced composites or 3D printing as key components in their product innovations. In partnership with **Utah Advanced Materials and Manufacturing Initiative (UAMMI)**, **Grow Utah** and **Davis County**, RAMP will help companies rapidly accelerate product innovation and startup. A 10-week mentoring and training course, RAMP is for startups, small businesses and product innovation teams across different growth stages and various market sectors, including outdoor recreation, sporting goods, medical devices, construction, aerospace and more. Companies receive financial support during the program and preferred consideration for follow-on funding from RAMP partners without giving up any equity. Details are at [www.growutah.com/ramp](http://www.growutah.com/ramp).

• **Techstars**, a startup accelerator that accepts less than 1 percent of applicants, has accepted **Unbird**, an Orem-based product management software startup, in its flagship Boulder, Colorado, location. Launched in early 2018 by co-founders Jeff Whitlock and Cameron Nuckols, Unbird simplifies customer feedback, helping digital product and marketing teams make better decisions by providing a seamless solution to aggregate, analyze and act on their qualitative data to uncover insights.

## ASSOCIATIONS

• **T.A. Barker**, superintendent at Fore Lakes Golf Course in Taylorsville, has been re-elected to the board of directors of the **Golf Course Superintendents Association of America (GCSAA)**. He was first elected to the board in 2018. Barker has been at Fore Lakes since 1995 and superintendent since 2006. He is a third-generation superintendent, following in the footsteps of his father, Todd, and grandfather, Vaughn. Barker is a 14-year member of GCSAA and a member and past president of the Utah GCSA (formerly Intermountain GCSA). He has



T.A. Barker

served on several GCSAA committees and has represented Utah at National Golf Day in Washington, D.C., for the last four years. He is sits on the executive board for the Golf Alliance of Utah. GCSAA is a professional association for the men and women who manage golf courses in the U.S. and worldwide. It has more than 18,000 members in more than 78 countries.

• **America Outdoors**, an association of outfitters and guides, has announced the appointment of six new members and the re-election of nine past members to its board of directors. Among those re-elected is **Brian Merrill** of Western River Expeditions, Salt Lake City. Merrill is the president and CEO of Western River Expeditions and has been active in the outdoor industry for 35 years. He has served on the AO board of directors, including three years as its president, since 1994. His education includes graduating from Brigham Young University. Western River Expeditions has operated rafting trips on the Colorado and Green rivers in Utah and through Grand Canyon since 1961. Out of its Moab Adventure Center, Western operates and sells a variety of other adventure tours out of Moab.



Brian Merrill

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## BANKING

• **Brighton Bank**, based in Salt Lake City and with four branches along the Wasatch Front, has named **J. Michael Jensen** as executive vice president and **Daniel Barnes** as vice president. Jensen will continue functioning as the bank's chief financial officer.



J. Michael Jensen



Daniel Barnes

Barnes will remain serving as the bank technology officer. Barnes has been with the bank since 2003 and has over 18 years of banking experience. He earned his MBA in 2014 and a bachelor of science degree in business finance in 2012 from the University of Phoenix.

• **EnerBank USA**, a Salt Lake City-based consumer lender, has promoted **Rob Palmer** to executive vice president and bank operations manager, with overall responsibility for operations and information technology. He will continue to serve as the chairman of the company's IT committee. Palmer previously was senior vice president of information technology and IT manager, where his responsibilities included information technology, telecommunications, business intelligence, software development, cybersecurity and project management. Palmer joined EnerBank in 2012. Before that, he worked in various IT management roles, including stints at Volvo Financial Services, Verisk Health and custom software solution providers.



Rob Palmer

## ECONOMIC INDICATORS

• **Box Elder** leads all Utah counties with the **per-capita highest net worth**, according to a list compiled by financial technology company **SmartAsset**. Box Elder was followed (in order) by **Davis**, **Summit**, **Washington**, **Tooele**, **Sevier**, **Sanpete**, **Weber**, **Wasatch** and **Carbon** counties. The study took into account net worth as a percentage of income and net worth as a percentage of debt. Details are at <https://smartadvisormatch.com/data/places-with-the-highest-net-worth/utah>.

• **Utah** is the No. 21-most-targeted state in the U.S. for **robocall**

phone scams during tax season, according to **AllAreaCodes.com**. The organization analyzed 15 million consumer complaints released by the Federal Trade Commission over the past three years. Utah had 1,759 complaints per 100,000 people. Nevada topped the list, at 2,579. Alaska was last, at 549. Among U.S. counties, **Salt Lake County** was the No. 37 most-targeted.

• **Morgan County** leads all Utah counties as the **"Best Place to Save for Retirement,"** based on rankings compiled by financial technology company **SmartAsset**. Following Morgan were (in order) **Summit**, **Davis**, **Wasatch**, **Utah**, **Duchesne**, **Salt Lake**, **Uintah**, **Millard** and **Weber** counties. The study weighed four criteria in counties across the country to determine the best places to save for retirement: 401(k) performance, pension performance, local economic conditions and access to financial advisors. Details are at <https://smartadvisormatch.com/best-places-to-save-for-retirement/Utah>.

## EDUCATION/TRAINING

• A team of students from **Weber State University's** building design and construction program has been selected as one of 11 international teams to compete in the 2020 U.S. Department of Energy Solar Decathlon, a collegiate competition that challenges students to design and construct highly efficient and innovative buildings powered by renewable energy. The competition includes six teams from the United States and teams from Canada, Chile, the Netherlands and South Africa. The year-and-a-half-long competition includes two parts: a design challenge and a build challenge. This semester, the Weber State team will focus on designing a duplex and triplex to be built in Salt Lake City. The homes will be net-zero, meaning they produce as much energy as they consume. At the end of the semester, the team will travel to the National Renewable Energy Lab in Golden, Colorado, for the Design Challenge Weekend. There, they will present their designs to a panel of judges who will provide feedback and suggestions. After that, the team will take summer, fall and spring semesters to construct the homes and create a presentation for the Build Challenge Event in Washington, D.C., in July 2020. Weber State's team will partner with **Redfish Builders**, which built the first net-zero community in Salt Lake City, to build the homes. Redfish Builders will cover most of the labor and construction costs. After completion,

the units will be sold for under \$300,000 each.

## HEALTHCARE

• **Upwell Health**, a Salt Lake City-based consumer healthcare company, has appointed **Patrick Grosso** as chief financial officer. Grosso previously was chief administrative officer for Upwell and was instrumental in a number of key initiatives, including the implementation of a new product strategy and a pilot consultative sales program. In January, Grosso also ensured efficiency and performance during the launch of Upwell-Being.com, a new content hub providing educational materials to help people living with various chronic conditions manage their healthcare journey. Upwell also recently announced the hires of **Tim Moran** as vice president of editorial and digital content and **Bridget Quinlan** as chief strategy officer.



Patrick Grosso



Bridget Quinlan



Tim Moran

• **Activz Global LLC**, a West Jordan-based company focused on "life activating" products, has appointed **Vice Admiral Mathias W. Winter** to the company's board of advisors. Winter is a career naval aviator who was designated a naval flight officer in 1985. He has held leadership positions at all levels within the Navy, commanding technical, programmatic and acquisition organizations for the past 35 years. In May 2017, he was selected to lead the F-35 Lightning II Joint Program Office, the Department of Defense's enterprise that is responsible for developing and acquiring the F-35, the most advanced next-generation strike aircraft weapon system for the Navy, Air Force, Marines and many allied nations.



Mathias Winter

see BRIEFS next page



# Industry Briefs

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## NONPROFITS

• **Human Outreach Project** (HOP), a nonprofit organization, has a goal to raise funds to help support getting under-served children into the Wasatch mountains, manage an orphanage at the base of Mt. Kilimanjaro and provide 943 daily school lunches to students in Makuyuni Primary School, as well as several other humanitarian aid projects in Utah, Tanzania, Nepal and Peru. With a particular focus on youth, HOP partners with communities to identify local needs and co-create sustainable solutions to improve health and education. In Utah, HOP support projects help youth and veterans in the area. In partnership with local schools and Boys and Girls Clubs, HOP runs multiple trips a week in the summer to bring local children to Snowbird for outdoor education and leadership training programs. HOP also supports veterans in need during the holidays by delivering a meal service and gift cards to veterans in need.

## REAL ESTATE

• **HemaSource** has leased 99,831 square feet of space in the Price 5600 West Building at 485 S. 5700 W., Salt Lake City. The announcement was made by **IPG Commercial Real Estate** and **Newmark Grubb ACRES**. HemaSource will be expanding with a move of its corporate headquarters and acquiring additional distribution space. Jeremy Jensen and Michael Jeppesen of IPG Commercial represented the lessee, HemaSource. Kyle Roberts of Newmark Grubb ACRES represented the lessor, Price 5600 West. HemaSource is a logistics solution partner that combines data analytics and medical product supply to specialty ambulatory clinics.

• **Colliers International** has hired **Peter Hanlon** for the firm's downtown Salt Lake City office. Hanlon has more than 35 years of experience in real estate and banking, completing hundreds of transactions in healthcare-related clinical and office space. He joins Colliers after working at Cushman & Wakefield, where he was senior director of office and healthcare.



Peter Hanlon

## RECOGNITIONS

• Two Utah companies

have been named to the 2019 list of **"Best Places to Work in Financial Technology,"** compiled by **SourceMedia** and **Best Companies Group**. The list of 50 fintech companies includes No. 18 **MX**, Lehi; and No. 39 **Finicity**, Murray. The awards program, created in 2017, is an annual survey and awards program is designed to identify, recognize and honor the best employers in the financial technology industry. To be considered for participation, companies had to be an organization that provides technology products, services or solutions that enable the delivery of financial services, with at least 15 employees working in the U.S. and been in business a minimum of one year.

• **Podium**, a Lehi-based interaction management platform for local businesses, has been named to the **"Fast Company** annual list of the **"World's Most Innovative Companies for 2019."** Podium is ranked No. 10 in the Enterprise category. The list honors the businesses making the most profound impact on both industry and culture. Podium was founded in 2014 and works with more than 30,000 businesses to create more than 4 million customer interactions a month.

• **SecurityMetrics'** GDPR compliance product **SecurityMetrics GDPR Defense** earned a bronze award in the 15th annual **Global Excellence Awards**, presented by **Info Security Products Guide**, in the category of "New Product or Service of the Year." SecurityMetrics is based in Orem. The global awards program recognizes cybersecurity and information technology vendors with advanced, ground-breaking products, solutions and services that are helping set the bar higher for others in all areas of security and technologies.

• The **Utah Museum of Contemporary Art** (UMOCA) and the **Jarvis and Constance Doctorow Family Foundation** have announced that artist **Nancy Friedemann-Sánchez**, who is based in Lincoln, Nebraska and New York, has been awarded the **2019 Catherine Doctorow Prize for Contemporary Painting**.



Nancy Friedemann-Sánchez

In addition to a \$15,000 unrestricted cash award, UMOCA, the permanent steward for the Doctorow Prize, will host a solo exhibition of her artwork Sept. 21-Jan. 11. UMOCA received nominations from leading curators, critics, gallerists, historians and artists from around the coun-

try. The nominations were then submitted for review by a set of jurors. The Catherine Doctorow Prize for Contemporary Painting is awarded every two years.

## RESTAURANTS

• **ParkStone Wood Kitchen** closed its Station Park location in Farmington in late February and will build out an enhanced, larger restaurant there. The new facility will take approximately a year to construct is expected to be open for business in early 2020. The restaurant opened in 2012 and features a locally sourced wood fire that is hand-lit each day. The new location will continue to utilize a natural wood fire.

## SERVICES

• **Cingo Solutions**, a managed detection and response cybersecurity company, has opened its cybersecurity headquarters, a 6,000-square-foot facility at 491 N. Bluff St., St. George. The company said the space was designed to achieve necessary security protocols, multi-tiered security accesses, control sensors and smart-office technology.

## SPORTS

• **Sun Valley Resort** in Idaho and **Snowbasin Resort** have announced a joint season pass, called the Sun and Snow Pass, for the 2019-20 season. The season pass offers three days of skiing and riding at both ski areas, then 50 percent off the daily lift ticket rate for additional days. Pricing by May 31 is \$359 for adults and \$89 for children. Pricing from June 1 until Labor Day is \$399 for adults and \$99 for children.

## TECHNOLOGY/LIFE SCIENCES

• **Pluralsight Inc.**, a Farmington-based enterprise technology skills platform company, has promoted **Brandon Peay** to chief strategy and operations officer. Peay joined Pluralsight in 2014. He previously was senior vice president of strategy and operations. Before that, he was chief of staff to the CEO and director of corporate development. Prior to joining Pluralsight, Peay held several roles at Bain & Co. His education includes a B.S. degree in economics from Brigham Young University.



Brandon Peay

• **MasterControl Inc.**, a Salt Lake City software company serving life science and other reg-

ulated companies, has appointed **Bryant Headley** to lead its sales and customer success efforts with government entities such as the FDA, VA, Department of Defense and the Department of Treasury. Headley previously served as business/program manager at the FDA.



Bryant Headley

Prior to that, he was program manager for the VA for its Health Data Repository. He also has served in the military, where he participated in multiple deployments before retiring after the Gulf War.

• **Central Logic**, a Sandy-based transfer center software company, has appointed **Michelle McCleery** as vice president of business development and **Barry Dennis** as vice president of sales. McCleery will lead Central Logic's business development efforts as the company extends its products and SaaS platform with partnerships and strategic alliances. She has worked more than 15 years in the health-care technology industry and most recently was the vice president of strategy and chief clinical officer for PerfectServe.



Michelle McCleery



Barry Dennis

Dennis holds an MBA and bachelor's degree in organizational leadership and is also an RN. He was most recently the chief operating officer for Conduit Health, the transfer center outsourcing business for Mercy Health in Ohio. He also founded Navilife, which was later sold to PHI.

• **HireVue**, a provider of AI-driven talent assessment and video interviewing solutions, has hired **Ilene Landon** as senior vice president of professional services and delivery. Landon will help expand HireVue's professional services offering with broader implementation capabilities to maximize customer success. Landon has more than 20 years of leadership experience



Ilene Landon

within technology companies. Most recently, she was senior vice president of professional services at MicroStrategy. Prior to that, she served as vice president of professional services for SumTotal Systems and spent more than seven years in leadership roles at SuccessFactors, with five of those years as director of professional services.

## TRAVEL & TOURISM

• **Christopherson Business Travel**, Salt Lake City, has hired **J.B. Walsh** as chief technology officer. Walsh has 20 years of experience in technology leadership and software development expertise. Most recently, he was vice president of development delivery practices at Amadeus IT Group. Prior to Amadeus, he led development teams at Accenture and Navitaire.



J.B. Walsh

• **HIPAA One**, a Lindon-based provider of HIPAA compliance software, third-party validation and data security services, has hired **Garrett Hall** as vice president of strategy. Hall previously built the KLAS Research cybersecurity segment, served as an advisory board member at the Association for Executives in Healthcare Information Security (AEHIS) on the Medical Device and Professional Services committee, and wrote a long list of industry publications and conference presentations.



Garrett Hall

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# Calendar

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

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

**“Job Analysis and Effective Job Descriptions,”** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

## March 5, 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](http://davischamberofcommerce.com).

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

**“Let’s Do Lunch,”** a South Jordan Chamber of Commerce event. Location is The Break Sports Grill, 11274 Kestrel Rise Road, South Jordan. Cost is \$15 for members, \$20 for nonmembers (costs rise by \$5 the day of the event). Details are at [southjordan-chamber.org](http://southjordan-chamber.org).

## March 5, noon-12:50 p.m.

**Spring 2019 Silicon Slopes Lecture Series at Utah Valley University,** a 14-week UVU Entrepreneurship Institute event. Topic to be announced. Speaker is Jacque White, senior vice president of SaltStack. Location is Utah Valley University, Clarke Building, Room 101A, 800 W. University Parkway, Orem. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 6, 9-10:30 a.m.

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

## March 6, noon-1:30 p.m.

**Luncheon with Dano Ybarra,** a World Trade Center Utah luncheon seminar in partnership with the U.S.-Mexico Chamber of Commerce. Ybarra is a best-selling author on leadership. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Cost is

\$15. Details are at [wtcutah.com](http://wtcutah.com).

## March 6, 1-2:15 p.m.

**“Building A Healthy Company Culture,”** a Silicon Slopes event. Location is Vivint Smart Home, 1400 N. 635 E., Logan. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## March 7, 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](http://thechamber.org).

## March 7, 7:30-9 a.m.

**Chamber Speaker Series,** an Ogden-Weber Chamber of Commerce event. Speaker Don Hunter will discuss “Thought Patterns for High Performance.” Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at [ogden-weberchamber.com](http://ogden-weberchamber.com).

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

**Digital Marketing Academy,** a Sandy Area Chamber of Commerce three-week course taught by experts from Firetoss. March 7 topic is “Developing a Comprehensive Online Marketing Strategy.” March 14 topic is “SEO & Maximizing Web Traffic.” March 21 topic is “Pay-Per-Click Advertising, Google AdWords, Facebook Ads and Programmatic Display Advertising.” 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 nonmembers. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 7, 8:30 a.m.-1:30 p.m.

**Women in International Business Conference,** a World Trade Association of Utah event with the theme “Strategies for Success in a Global Marketplace.” Event will feature panel discussions ranging from global business etiquette to local resources to online platforms and safety challenges. Location is O.C. Tanner, 1930 S. State St., Salt Lake City. Cost is \$25. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**“Immigration Briefing,”** a Salt Lake Chamber event. Speaker is Jeff Lungren, chief healthcare and immigration lobbyist with the U.S. Chamber of Commerce. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

## March 7, 6-7:30 p.m.

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

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

**Eggs & Issues,** a Murray Area Chamber of Commerce event. Speaker is Loretta Markham, project manager for transportation and NEPA, discussing plans for a bus rapid transit route between Salt Lake Community College and the Murray TRAX station. 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](http://murraychamber.org).

## March 8, 7:45-9 a.m.

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

## March 8, 8 a.m.-3 p.m.

**HR and Employment Law Training,** an Employers Council event 8 a.m.-noon, followed by **“Medical Cannabis in Utah,”** 1-3 p.m. Location is Stephen Wade Toyota, 150 W. Hilton Drive, St. George. Cost is \$205 when registering for both sessions. Details are at [employerscouncil.org](http://employerscouncil.org).

## March 8, 8:30-11:30 a.m.

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

## March 8, 11:30 a.m.

**Second Friday Casual Lunch,** a ChamberWest event. Location is Sweeto Burrito, 1732 W. 5400 S., Taylorsville. The only cost is the purchase of lunch. Details are at [chamberwest.com](http://chamberwest.com) or (801) 977-8755.

## March 8, noon

**Southern Utah Women and Technology,** presented by the Women’s Business Center of Utah, Cedar City TechUp and Silicon Slopes Cedar City. Speakers include Melanie Johnson, chief marketing officer of the Leavitt Group, and a panel of selected speakers. Location is Southwest Technical College, multipurpose room, 757 S. 800 W., Cedar City. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## March 8, noon-1 p.m.

**Silicon Slopes Town Hall: “The State of Computer Science Education in Utah,”** a Silicon Slopes event featuring Lindsey Kneuen, Pluralsight chief impact officer and Pluralsight One executive director, and Rep. John Knotwell of State House District 52. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## March 8, 3-5 p.m.

**International Women’s Day Celebration,** co-sponsored by the Women’s Business Center of Utah and World Trade Center Utah and featuring a panel discussion about the opportunities and challenges for women in international 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](http://slchamber.com) and [wtcutah.com](http://wtcutah.com).

## March 9, 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](http://thechamber.org).

## March 9, 8-9:30 a.m.

**Legislative Roundup,** a West Jordan Chamber of Commerce event taking place every Saturday during the legislative session. Location is Jordan Valley Medical Center, 3460 S. Pioneer Parkway, West Valley City. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## March 11, 8-9:30 a.m.

**“Nuts & Bolts of Employment Law,”** a Payne & Fears event. Location is Health and Justice Building, Rooms 2500-2501, 151 S. University Ave., Provo. Free. RSVPs can be sent to [sgandhi@paynefears.com](mailto:sgandhi@paynefears.com). Details are at [thechamber.org](http://thechamber.org).

## March 11, noon

**“RDA Partnerships Build a Vibrant SLC,”** a ULI (Urban Land Institute) Utah event for ULI members only. Speaker is Lara Fritts, economic development director for Salt Lake City. Following the presentation is a walk to Artspace Macaroni Flats for a tour of the renovation of the historic Beehive Brick building in the RDA’s Depot District. Location is Utah State Archives Building, 346 S. Rio Grande St., Salt Lake City. Free. Details are at [utah.uli.org](http://utah.uli.org).

## March 12-13

**ACG Utah 2019 Inter-mountain Growth Conference.** Keynote speaker is Joe Navarro, former FBI agent, author and expert on nonverbal communication. Location is Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$325 for members, \$375 for nonmembers, \$250 for March 13 ski conference only. Details are at <https://www.acg.org/utah/events/2019-b>.

## March 12, 7:30 a.m.-noon

**Utah County Commercial Real Estate Symposium,** a Utah Valley Chamber event. Theme is “Utah County: Technology’s New Home.” Event will feature a panel discussing Utah County’s economy and business growth and presentations by CBC Advisors professionals in office, industrial, retail, land and investment commercial real estate. Location is Utah Valley Convention Center, 220 W. Center St., Provo. Details are at [thechamber.org](http://thechamber.org).

## March 12, 9 a.m.-2 p.m.

**Employer Workshop on Hiring and Retaining Individuals with Disabilities,** a Utah State Office of Rehabilitation event. Location is Utah Division of Services for the Blind and Visually Impaired, Conference Room, 250 N. 1950 W., Salt Lake City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 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](http://westjordanchamber.com).

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

**Marketing Collaborative Launch,** a Utah Technology Council event open to UTC members who run marketing divisions or departments within their companies (chief marketing officers and marketing vice presidents). Location is the UTC, 13693 S. 200 W., Draper. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 12, noon-12:50 p.m.

**“Fail Fast or Thrive: The Path to a Successful Startup,”** part of the 14-week Spring 2019 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute event. Speaker is Brock Blake, founder and CEO of Lendio. Location is Utah Valley University, Clarke



## CALENDAR

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Building, Room 101A, 800 W. University Parkway, Orem. Free. Registration can be completed at Eventbrite.com.

### March 13, 8-9:30 a.m.

**"Employment Law's Big Five: Discipline/Termination, ADA/FMLA, Retaliation, Sexual Harassment and Wage/Hour Claims,"** a Utah Department of Workforce Services (DWS) event. Presenter is attorney Jonathan Driggs. Location is the DWS South County Employment Center, 5735 S. Redwood Road, Room 114, Taylorsville. Free. RSVPs can be completed by emailing Jenny Jones at [jenjones@utah.gov](mailto:jenjones@utah.gov).

### March 13, 8 a.m.-5 p.m.

**"Project Management 101,"** 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. Details are at (801) 957-5270.

### March 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 to be announced. Details are at [thechamber.org](http://thechamber.org).

### March 13, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a Sandy Area Chamber of Commerce networking event. Location is Bohemian Brewery, 94 Fort Union Blvd., Midvale. Cost is \$20 for members, \$25 for nonmembers. Details are at [sandychamber.com](http://sandychamber.com).

### March 13, 2-5 p.m.

**Utah Valley Job Fair.** Location is Utah Valley Convention Center, 220 W. Center St., Exhibit Hall A, Provo. Details are at [www.utahvalleyjobfair.com](http://www.utahvalleyjobfair.com).

### March 13, 5-7 p.m.

**Business After Hours,** an Ogden-Weber Chamber of Commerce event. Location is Fly High Adventure Park, 3624 S. 250 W., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### March 14, 7-8:30 p.m.

**Contactos,** a Utah Hispanic Chamber of Commerce networking event. Location is 336 N. 400 W., Salt Lake City. Free for UHCC members, \$10 for nonmembers. Details are at <http://www.utahhcc.com/>.

### March 14, 8-9:30 a.m.

**Professional Development: "Inclusive: How the Best Leaders Build Diverse and Winning Teams,"** a Salt Lake Chamber event. Speaker is Sara Jones, president of InclusionPro. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

### March 14, 8-11:30 a.m.

**"Recordkeeping for Human Resources,"** an Employers Council event. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

### March 14, 8-9 a.m.

**"Mastering People Skills,"** a South Salt Lake Chamber of Commerce Women in Business event. Speaker is Kim Giles of 12 Shapes Relationship System. Location is Ramada Inn, 2455 S. State St., South Salt Lake. Cost is \$10. Details are at [sslchamber.com](http://sslchamber.com).

### March 14, 11:30 a.m.-1 p.m.

**VENT,** presented by the Women's Business Center of Utah and part of a speaker series of entrepreneurs sharing stories of their failures in business and what they learned from them. Location is Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$5. Details are at [slchamber.com](http://slchamber.com).

### March 14, 11:30 a.m.-1 p.m.

**March WIB Luncheon,** a Davis Chamber of Commerce event. Location is Oakridge Country Club, 1492 Shepard Lane, Farmington. Cost is \$20. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### March 14, 11:30 a.m.-1 p.m.

**Networking Lunch,** a Murray Area Chamber of Commerce event. Speaker is Shane Gosdis of Gosdis Law. Location is Mimi's Café, 5223 S. State St., Murray.

Cost is \$20 for members, \$30 for guests. Details are at [murraychamber.org](http://murraychamber.org).

### March 14, noon-1 p.m.

**"Selling on Amazon,"** a two-part Silicon Slopes event taking place March 14 ("Before You Spend Money on Digital Advertising") and April 11 ("Digital Advertising on Amazon"). Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

### March 14, 4:30 p.m.

**"Wine and Whine,"** a South Jordan Chamber of Commerce event. Location is Wing Nuts, The District, 11580 S. District Main Drive, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### March 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 [utahsbdc.org/trainings](http://utahsbdc.org/trainings).

### March 14, 6:30-8:30 p.m.

**"Digital Tools and Apps for Success,"** a SCORE event. Location is Sandy City Library, 10100 S. Petunia Way, Sandy. Free. Details are at [https://www.sba.gov/tools/events](http://www.sba.gov/tools/events).

### March 15, 7:30-8:30 a.m.

**Eggs & Issues,** a Murray Area Chamber of Commerce event. Speaker is Mike Squires, government affairs director at Utah Associated Municipal Power Systems (UAMPS). 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](http://murraychamber.org).

### March 15, 8 a.m.-noon

**Western Expansion Economic Development Summit.** Activities include a panel discussing Airport No. 2, the inland port and how a mega site will impact the West Side; a panel discussing barriers to growth; and a panel discussing development opportunities. Location is Viridian Event Center, 8030 S. 1825 W., West Jordan. Cost is \$49. Registration deadline is March 11. Registration can be completed at Eventbrite.com. Details are at [western-expansion.com](http://western-expansion.com).

### March 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](http://thechamber.org).

### March 15, 11:30 a.m.-1 p.m.

**"Innovation Series: Human Interfacing — Hardware and**

**Health,"** a Utah Technology Council (UTC) event focusing on the frontier of medical technology. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

### March 15, noon-1 p.m.

**Silicon Slopes Live,** a lunch and live recording of the Silicon Slopes podcast featuring Dave Austin, founder of Extreme Focus. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

### March 16, 10 a.m.-noon

**"How Successful Entrepreneurs Validate New Ideas,"** a SCORE event. Location is Day-Riverside Branch Library, 1575 W. 1000 N., Salt Lake City. Free. Details are at <https://www.sba.gov/tools/events>.

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

**Free Business Coaching,** a West Jordan Chamber of Commerce event. Greg Cassat 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](http://westjordanchamber.com).

### March 19-21

**Healthier Rural West Summit,** a Healthier WE event (along with founding sponsor Intermountain Healthcare) designed to find innovative healthcare solutions for residents living in the rural American West. Theme is "Transitioning from Crisis to Wellbeing." Event will feature presentations, interactive sessions, panel discussions and networking. Speakers include Lt. Gov. Spencer Cox; Dr. Marc Harrison, president and CEO of Intermountain Healthcare; David Kennedy, co-founder of the Bill Lane Center for the American West at Stanford University; Lynn Gallagher, cabinet secretary of health in New Mexico; and Hilary Franz, commissioner of public lands for the state of Washington. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$695 (\$349 for early-bird registrants). Details are at <https://healthierruralwestsummit.org/events/2019/>.

### March 19, 11 a.m.-1:30 p.m.

**"Rock Your LinkedIn Profile with An Updated Bio and Headshot,"** a Business Women's Forum event. Speaker is Monte Wylie, group talent acquisition manager for Enterprise Holdings. Head-shot

see CALENDAR next page

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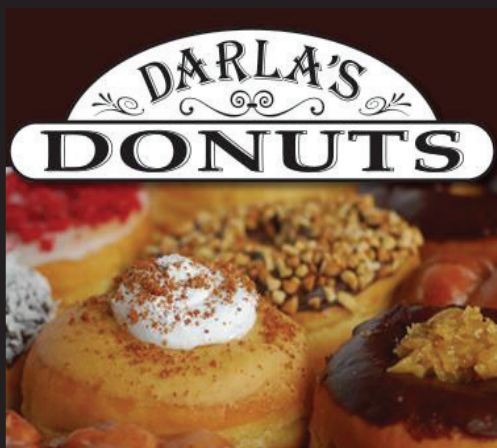
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## CALENDAR

from previous page

photos will be taken for \$45 by Melissa Majchszak. Location is 50 West Club & Café, 50 E. Broadway, Salt Lake City. Cost is \$27 for members, \$35 for non-members. Details are at slchamber.com.

### **March 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.

### **March 19, 11:30 a.m.-1 p.m.**

**Southwest Valley Women in Business**. Location to be announced. Cost is \$15 for members the day of the event, \$20 for nonmembers. Details are at southjordanchamber.org.

### **March 19, 7-9:30 p.m.**

**Pillar of the Valley Gala**, a Utah Valley Chamber event. Award recipients are John Valentine and Ray and Janette Beckham. Location is Utah Valley Convention Center, 200 W. Center St., Provo. Cost is \$250 for members, \$300 for non-members, \$2,000 for a table of eight. Details are at thechamber.org.

### **March 20, 8-10 a.m.**

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

### **March 20, 11 a.m.-12:30 p.m.**

**"Ask the Expert,"** a Murray Area Chamber of Commerce event. Greg Cassat, director of the Business Resource Center in Utah for Zions Bank, will be able to answer questions about funding, banking and resourcing. Location is the chamber office, 5250 Commerce Drive, Murray. Free. Details are at murraychamber.org.

### **March 20, 11:30 a.m.-1 p.m.**

**"Branding Lunch: Why Brunch Took Off and Linner Never Did,"** a Utah Technology Council (UTC) event. Speakers are Alysha Smith, managing director; Peter Stevenson, brand strategist; and Randall Smith, creative director, all from Modern8. Location is the UTC, 13693 S. 200 W., Suite 120, Draper. Free for UTC members. Registration can be completed at Eventbrite.com.

### **March 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>.

### **March 20, 6-9 p.m.**

**Annual Vision Dinner**, a South Jordan Chamber of Commerce event. Location is Embassy Suites, 10333 South Jordan Gateway, South Jordan. Cost is \$60. Sponsorships are available. Details are at southjordanchamber.org.

### **March 21, 8-9:30 a.m.**

**Chamber Launch**, a Salt Lake Chamber networking event. Location is the chamber, 175 E. University Blvd. (400 S.), Suite 600, Salt Lake City. Free. Details are at slchamber.com.

### **March 21, 8 a.m.-noon**

**"Americans with Disabilities Act Essentials,"** an Employers Council event. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

### **March 21, 8:30-11:30 a.m.**

**"Google: Get Your Business Online,"** a Women's Business Center of Utah event. Presenter is Corissa St. Laurent. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

### **March 21, 11:30 a.m.-1 p.m.**

**Chamber Luncheon**, a Davis Chamber of Commerce event featuring an opportunity to meet and learn about new County Commission members Lorene Kamalu and Bob Stevenson. Location is Boondocks Fun Center, 525 Deseret Drive,

Kaysville. Cost is \$20 for members, \$25 for guests. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### **March 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.

### **March 21, 11:30 a.m.-1 p.m.**

**Networking Lunch**, a Murray Area Chamber of Commerce event. Speaker is from Employer Support of the Guard and Reserve (ESGR). Location is Mimi's Café, 5223 S. State St., Murray. Cost is \$20 for members, \$30 for guests. Details are at murraychamber.org.

### **March 21, 3-4:30 p.m.**

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber seminar. Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Presenter is Clancy Stone, business advisor at the Women's Business Center of Utah. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

### **March 22, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Debbie Hall, regional manager, discussing the Alzheimer's Association. 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](http://murraychamber.org).

### **March 22, 9-10 a.m.**

**Pitch Clinic**, a West Jordan Chamber of Commerce event. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

### **March 22, 11:30 a.m.-1 p.m.**

**Monthly Luncheon Series**, a Holladay Chamber of Commerce event. Location is FAV Bistro, 1984 E. Murray Holladay Road, Holladay. Details are at holladaychamber.com.

### **March 22, noon-1 p.m.**

**Women in Business Luncheon**, part of the West Jordan Chamber Women in Business Brown Bag Lunch Series. Speaker is Amber Griffiths, CEO and branding expert of Your Brand by Design. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Details are at westjordanchamber.com.

### **March 26, 8:30-11 a.m.**

**Digital Marketing Hack Series: "Pinterest: Creating Ads That Convert,"** a Salt Lake Small Business Development Center (SBDC) event. Location is Salt Lake Community College's Larry H. Miller Campus, Corporate Partnership Center, Room 101, 9690 S. 300 W., Sandy. Cost is \$20. Details are at <https://www.sba.gov/tools/events>.

### **March 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 westjordanchamber.com.

### **March 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](http://ogdenweberchamber.com).

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

**Women in Business**, a Sandy Area Chamber of Commerce event. Speaker is Dell Loy Hansen, owner of Real Salt Lake. Location is Rio Tinto Stadium, Audi Executive Club, 9256 S. State St., Sandy. Details are at sandychamber.com.

### **March 26, noon-12:50 p.m.**

**Spring 2019 Silicon Slopes Lecture Series at Utah Valley University**, a 14-week UVU Entrepreneurship Institute event. Topic to be announced. Speaker is Danielle Ackles, CEO of Merkle. Location is Utah Valley University, Clarke Building, Room 101A, 800 W. University Parkway, Orem. Free. Registration can be completed at Eventbrite.com.

### **March 26, 6:30-8:30 p.m.**

**"Raising Girls to Become Leaders: Competence, Confidence & Courage,"** a Utah Women & Leadership Project (Utah Valley University) event. Activities include a 30-minute keynote by Susan Madsen, Orin R. Woodbury professor of leadership and ethics and professor of organizational leadership at UVU; and panelists Rebecca Chavez-Houck, retired Utah state representative and public affairs consultant; Abby Cox, community volunteer and wife of Lt. Gov. Spencer Cox; Jeanette Bennett, owner and editor of *Utah Valley Magazine* and community leader;

see **CALENDAR** page 16

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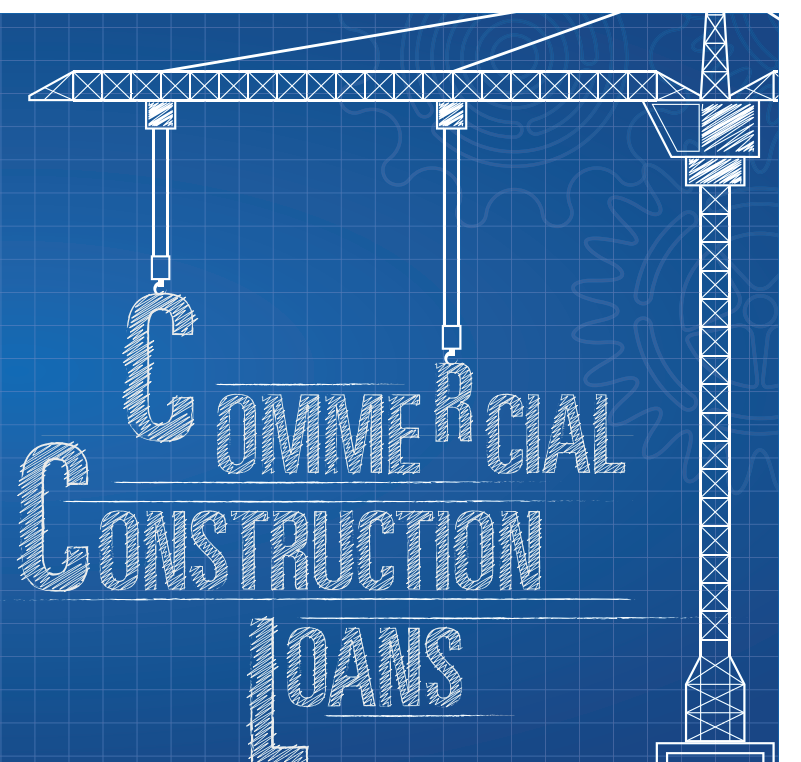
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## Opinion

# Do you drive an import? Is your car a threat to national security?

If you drive an imported car, as I do, your vehicle may soon be declared a national security risk by the Department of Commerce. If you drive an American-assembled car, your car may also pose a threat to U.S. national security because it inevitably contains some foreign parts — which Commerce could include in its list of threats to national security. If Pres. Donald Trump acts on this finding, it'll be bad news for automakers and even worse news for consumers.

Section 232 of the Trade Expansion Act of 1962 gives the president unilateral authority to impose tariffs or quotas on imports that “threaten to impair” U.S. national security. In a still-undisclosed-to-the-public report sent to the administration recently, many suspect that Commerce contends imported foreign cars and parts represent just such a threat. If that's the case, it would give the president power to impose restrictions on them, such as a 25 percent tariff. He has up to 90 days to announce his decision and another 180 days to negotiate remedies with trade partners.

If Trump imposes these trade restric-

tions, it will make producing and purchasing every single new automobile in America more expensive. Yes, I mean all automobiles, not just imports. That's because, while car brands can be national (e.g., Toyota is Japanese, Mini is German, Ford is American), in reality they are global automakers using global sources for their parts.

Many “foreign” automakers produce and assemble cars in the United States and then export them to the rest of the world. The same is true for “American” automakers who have both domestic and international locations from which they produce for export and domestic consumption. No automobile is made with 100 percent of its parts from one county. For instance, Tesla — which is unique in that it produces all of its vehicles in the United States — imports half of the parts it uses.

Looking at the percentage of each vehicle's parts and manufacturing that comes from either the United States or Canada as tracked by U.S. regulators, CNN Money reported that “the two most ‘American’ cars are both Hondas — the Odyssey minivan

and Ridgeline pickup. Three-quarters of each vehicle's components are made in the United States or Canada.”

In other words, no automakers — not even G.M. or Ford — will be safe from these tariffs. All manufacturers will suffer rising costs, much of which will be shifted onto consumers via higher prices.

A new study from the Center for Automotive Research estimates that import restrictions would increase new-car prices by \$455 to \$6,875, depending on the approach the administration takes. These higher prices would reduce annual consumer demand by 493,600 to 2 million vehicles. But that's before other countries retaliate with their own tariffs and quotas.

These new U.S. trade barriers will impact more than sticker prices. If the American market is too small for a foreign automaker to justify building a U.S. factory for a given model, all the models of that car sold here will be imported. Those tariffs could make the cost of importing that particular model so uncompetitive that the company simply stops selling it here, meaning fewer choices for American consumers.

U.S. exports could also fall. Foreign

and domestic companies produce cars for U.S. consumption, but they also export a massive amount. Motor vehicles and auto parts are respectively the third- and fourth-highest U.S. exports. If new tariffs are implemented, the high cost of importing will make the domestic production of auto exports for foreign markets more expensive and uncompetitive. Manufacturers will then have a big incentive to shift production abroad, and that will only intensify when foreign retaliation kicks in.

We saw this play out last year after the administration used Section 232 to impose a 25 percent tariff on steel imports. Many countries retaliated with their own tariffs and quotas, and a few months later, Harley Davison announced that it would move some of its production to Thailand. BMW also announced that it would move some of its U.S. SUV production abroad.

We all better hope Trump doesn't go ahead with these tariffs.

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



VERONIQUE  
de RUGY

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# Succeeding in your business: Sometimes you just gotta be young

“I was let go from a position at a high-technology company earlier this spring.

“For the past couple of years, on and off, I have helped an entrepreneur in another state build a high-technology consulting business. He has offered to sell the business to me for a ridiculously small amount of money, and I'm thinking this may well be my future.

“My problem here is my family: I have three children between the ages of 5 and 12, and a spouse who did work but was laid off very recently.

“I have an offer to go back to work full-time for another company in my field; however, I have mixed emotions about it. There's a good chance that even if I accept this offer, I will be ‘back on the streets’ in a year or two. I really believe that if I buy the high-technology consulting business, then I will be able to make a go of it in a year or two. And I have enough saved that I can support my family until that happens.

“Needless to say, my family is putting pressure on me to accept the full-time employment offer. I'm really torn here. What should I do?”

No doubt one of the hardest choices you will have to make in your career is that between a solid entrepreneurial opportunity (which this sounds like) and a loving family that just wants you to grind out the paychecks twice a month. Only the most heartless — or ruthless — of individuals would put the business opportunity over their loved ones. If the entrepreneurial opportunity doesn't pan out, there's a better-than-average chance you will end up not only jobless but also divorced and homeless, with a custody agreement that allows you to see your

children one weekend a month, if that.

I used to wonder why so many successful tech entrepreneurs were people in their 20s. Being younger and less experienced myself, I used to think it was because young people have no fear of failure, are willing to be more reckless about their futures, are more sophisticated in handling today's technology, etc.

But now I know better. The reason so many brilliant new businesses are started by young people is, well, best explained by the lyrics of an old Bob Dylan song: “When you ain't got nothin', you got nothin' to lose.”

As horrible as it may sound, I've really come to believe that there are some things you can only do when you are in your 20s, before you have made the life choices that put limitations on what is possible — a house, a spouse, kids, a dog. Once you make those choices, certain doors (not all of them, to be sure) slam shut.

A youngster in his or her 20s, perhaps a recent college graduate, can afford to spend six months to a year in their parents' basement, living on pizza and Red Bull, texting their friends every five minutes and coming up (hopefully) with something that will revolutionize the world of technology.

Once you are in your 30s with a spouse and family, you just can't do that anymore. If I were to tell my spouse, “Honey, I've decided that my true vocation in life is to become a poet. I'm quitting my job and spending the next six months of my life writing the next ‘Leaves of Grass,’ and you will need to support me while I do that,” I guarantee my readers would be looking at my obituary in place of next week's column.



CLIFF  
ENNICO

Dear reader, while you are far from old, I hate to be the one to tell you you're not a kid anymore. The good news here is that you may be able to pursue both paths, at least for a while. In the words of the late Yogi Berra, “When you come to a fork in the road, take it.” If the owner of this business is offering a true “fire sale” price you can easily afford, and the business wouldn't compete with your full-time job, then I would grab it. Grow the business in your spare time and build a team of like-minded people with enough time to spare (and I would include at least one millennial living in his parents' basement — a month's supply of pizza and Red Bull doesn't cost all that much).

But whatever you do, take the full-time offer to keep peace in your family. If you

haven't already done so, start creating college funds for your kids and pay off your mortgage so that in another decade or two, you will be able to pursue your dreams without any friction on the home front. (Hey, do you think I want to be drafting legal contracts when I'm 70?)

Until then, however, you have made your bed and will have to lie in it. Put your family first and save your entrepreneurial ambitions for your midlife crisis.

Trust me, it will come.

Cliff Ennico (crennico@gmail.com) is a syndicated columnist, author and former host of the PBS television series “Money Hunt.”

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## Opinion

# New liberal proposals taking casual attitude toward truth and reality

It's refreshing to see the Democratic Party bubbling with new ideas. But this new thinking seems starkly different from the party's reform efforts of the past three decades. The wonky proposals of the Clinton-Obama era were pragmatic and incremental, and they mixed market incentives with government action. Today we have big, stirring ideas — and that could be the problem.

In their zeal to match the sweeping rhetoric of right-wing populism, Democrats are spinning out dramatic proposals in which facts are sometimes misrepresented, the numbers don't add up, and emotional appeal tends to trump actual policy analysis.

When Rep. Alexandria Ocasio-Cortez, D-New York, was confronted recently by Anderson Cooper on "60 Minutes" about an egregious misstatement about Pentagon spending, she responded, "I think that there's a lot of people more concerned about being precisely, factually and semantically correct than about being morally right."

Perhaps this casual attitude toward facts explains the way that she and many others on the left have misrepresented the deal that New York offered Amazon to bring a new headquarters there. She claimed New York was going to give away to Amazon \$3 billion that could have been used to pay for

schoolteachers and subways. But as Mayor Bill de Blasio explained, "this was a deal that was going to bring \$27 billion in revenue to the state and city for things like public education, mass transit, affordable housing.

And that \$3 billion that [Amazon would receive in] incentives was only after we were getting the jobs and getting the revenue."

Moreover, \$2.5 billion of those incentives were not specially crafted for Amazon but rather were pre-existing tax credits that it would have qualified for. In return, Amazon would have directly created at least 25,000 high-quality jobs, upgraded infrastructure in Long Island City and offered new educational opportunities. (Amazon founder and chief executive Jeffrey P. Bezos owns *The Washington Post*.)

Or consider the race by prominent Democrats to embrace "Medicare-for-all." A variety of expert studies have estimated the total increased government spending for such a program at between \$2.5 and \$3 trillion a year. Few of the many proposals being floated would likely raise anything close to that revenue. Vermont Sen. Bernie Sanders' "Medicare-for-all" plan has zero out-of-pocket costs for patients, which would make

it more generous than even the plans in Europe and Canada. And if a Herculean effort were made to raise revenue for "Medicare-for-all," there would be few easy avenues left to fund any of the other ambitious proposals on the new Democratic wish list.

Universal healthcare is an important moral and political goal. But the U.S. system is insanely complex, and getting from here to single-payer would probably be so disruptive and expensive that it's not going to happen. There is a path to universal coverage that is simpler: Switzerland has one of the best healthcare systems in the world, and it's essentially Obamacare with a real mandate. No one on the left is talking about such a model, likely because it feels too much like those incremental policies of the past.

Or consider the tax proposals being tossed around on the left, including a wealth tax championed by Sanders and Massachusetts Sen. Elizabeth Warren. I understand the appeal of tapping into those vast accumulations of billionaire loot. But there is a reason that nine of the 12 European countries that instituted similar taxes have repealed them in the last 25 years. They massively distort economic activity, often incentivizing people to hide assets, devalue them and create dummy corporations. Faced with a wealth tax, most rich people would likely value and transfer assets the questionable way that

Fred Trump did in passing his fortune on to his children.

There are smarter, better ways to address inequality — raise the capital gains tax to the same level as income taxes, increase the estate tax, get rid of the massive loopholes that make the American tax code one of the most complex and corrupt in the world. But again, this is less stirring stuff than burning the billionaires.

Ocasio-Cortez's comments on "60 Minutes" reminded me of a July 2016 exchange between Newt Gingrich and CNN's Alisyn Camerota. Camerota explained that, contrary to Gingrich's insistence, FBI data showed that violent crime in America was way down. Gingrich responded that it doesn't "feel" that way to people. "As a political candidate, I'll go with how people feel, and I'll let you go with the theoreticians," he said.


We already have those who now routinely twists facts, disregards evidence, ignores serious policy analysis and makes stuff up to appeal to people's emotions and prejudices. If the Democrats start moving along this path as well, American politics will truly descend into a new dark age.


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

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# CALENDAR

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and Michelle Kaufusi, mayor of Provo and former school board member. Location is Utah Valley University's Clark Classroom Building Lecture Hall, 800 W. University Parkway, Orem. Free. Registration can be completed at [www.utwomen.org](http://www.utwomen.org).

## March 27, 7:30-8:30 a.m.

**"Coffee Connection,"** a Holladay Chamber of Commerce event. Location is Great Harvest, 4699 S. Holladay Blvd., Holladay. Details are at [holladaychamber.com](http://holladaychamber.com).

## March 27, 8 a.m.-noon

**Cybersecurity Conference 2019**, a Salt Lake Chamber event for people to learn practical skills and foundational knowledge they need to do their jobs well in the modern economy. Location to be announced. Cost is \$80 for members, \$100 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## March 27, 8-9:30 a.m.

**"LGBT Legal Issues in**

**the Workplace,"** an Employers Council event that is part of its Legal Breakfast Briefing Series. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$99. Details are at [employerscouncil.org](http://employerscouncil.org).

## March 27, 9-10 a.m.

**"Breakfast with the President,"** a West Jordan Chamber of Commerce event featuring Aisza Wilde, president and CEO of the chamber. Location is Jim's Family Restaurant, 7609 S. Redwood Road, West Jordan. Free (pay for what you order on the menu). Details are at [westjordanchamber.com](http://westjordanchamber.com).

## March 27, 4-8 p.m.

**14th Annual Wasatch Front Materials Expo**, presented by the Utah SAMPE Chapter. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, Room KGMC 150, 9750 S. 300 W., Sandy. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## March 28, 8:30-10:30 a.m.

**"CEO Leadership Xchange:"**

**Better Relationships, Better Business,"** a Utah Technology Council (UTC) event. Speaker Jodi Hildebrandt of ConneXions will discuss rigorous personal responsibility, and how each one of us can contribute to building a company culture dedicated to honesty, humility, connections and success. Location is the UTC, 13693 S. 200 W., Suite 120, Draper. Free. Registration can be completed at [utahtech.eventbrite.com](http://utahtech.eventbrite.com).

## March 28, 11:30 a.m.-1 p.m.

**Multi-Chamber Lunch**, presented by the Murray Area, South Jordan, Southwest Valley and West Jordan chambers of commerce and ChamberWest. Speaker Cyndi Brown, president of Fabrica Creative, will discuss "The Media Landscape Has Changed (And That's Great News for Local Businesses)." Location is Jordan Valley Water Conservancy Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20 for members, \$30 for nonmembers. RSVP deadline is March 25. Registration can be completed at <https://www.southjordanchamber.org/event-3138138>.

## March 28, 5-7 p.m.

**Business After Hours**, a Salt Lake Chamber event. Location is Spencer F. Eccles Junior Achievement City, 444 W., 100 S., fourth floor, Salt Lake City. Cost is \$7 for early-bird members, \$10 for members the week of the event, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## April 1, 7:45 a.m.-2 p.m.

**Utah Technology Innovation Summit**, presented by Utah Science Technology and Research (USTAR) initiative. Event includes keynote speakers and panels discussing innovation in the medical, energy and clean tech sectors; technology solutions for clear-air initiatives; rural technology-based economic development; funding opportunities for Utah entrepreneurs and startups; and recognition of the 2019 recipients of the Governor's Medal for Science and Technology. Keynote speaker is Mike Leavitt, founder and general partner of Leavitt Partners and former Utah governor. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost is \$49. Details are at <https://utahinnovationsummit.org/>.

## April 2, 8 a.m.-noon

**"Interviewing: How to Gain a Competitive Edge,"** an Employers Council event.

Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

## April 2, 11:30 a.m.-1 p.m.

**Business Alliance Networking Luncheon**, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## April 2, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a South Jordan Chamber of Commerce event. Location is Embassy Suites, 10333 S. Jordan Gateway, South Jordan. Cost is \$15 for members, \$20 for nonmembers (costs rise by \$5 the day of the event). Details are at [southjordanchamber.org](http://southjordanchamber.org).

## April 2, noon-12:50 p.m.

**"Planning for Growth,"** part of the 14-week Spring 2019 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute event. Speaker is Jason Olsen, founder and president of Image Studios 360 and Prestman Auto. Location is Utah Valley University, Clarke Building, Room 101A, 800 W. University Parkway, Orem. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

see CALENDAR next page



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# CAI

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Utah business conditions will remain the same over the next six months. This is a 5 percent increase from January and an 8 percent increase from a year ago. With this increased perception of relative calm, the Expectations Index has dropped 9.5 points since February of last year.

"Ongoing trade negotiations between the U.S. and China are having noticeable impacts on the global economy," said Scott Anderson, Zions Bank president and CEO. "While changes to trade terms with China could impact both the price of and demand for American goods, Utahns maintain a largely positive economic outlook."

The percentage of Utahns who expect interest rates to increase in the next 12 months dropped four percentage points in February, down to 66 percent from 70 percent in January. This drop accompanies signals in January that the Federal Reserve may hold off on raising interest rates further due to economic cross-currents like the U.S.-China trade negotiations, Brexit and the government shutdown that ended Jan. 25.

"We continue to see strong economic indicators in Utah even as consumer perceptions temper somewhat," said Randy Shumway, chairman and partner of Cicero Group, a Salt Lake City consulting firm that does data collection and analysis for the CAI. "Utahns have seen a robust local economy for multiple years now, and while anticipation has tempered, job and income growth remain strong and these two factors will continue to drive consumer spending in the state."

# USMCA

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which is especially important for those small businesses who rely on trade deals to set the rules of the game."

The USMCA was negotiated by the Trump administration to replace the North America Free Trade Agreement. "At more than 20 years old, NAFTA was in need of updating and we are glad to see USMCA includes intellectual property protections and digital trade provisions," said Miller. "Our hope is that this is an indication of good things to come for our other important trade markets like China and Southeast Asia."



## CALENDAR

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

**Supervisory Skills Program**, an Employers Council event over four consecutive Thursdays. Location is the Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

### April 4, 9-10:30 a.m.

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber seminar. Event is designed for all entrepreneurs: those looking to go into business, early startup stage or those looking to improve an existing business. Presenter is Clancy Stone, business advisor at the Women's Business Center of Utah. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

### April 4, 6-7:30 p.m.

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

### April 5, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event featuring networking. 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.

### April 5, 8-10 a.m.

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

### April 5, 8-10 a.m.

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

### April 5, 8:30-11:30 a.m.

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

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

**Monthly Luncheon Series**, a Holladay Chamber of Commerce event. Location is FAV Bistro, 1984 E. Murray Holladay Road, Holladay. Details are at holladaychamber.com.

### April 9, noon-12:50 p.m.

**"Revive and Thrive,"** part of the 14-week Spring 2019 Silicon Slopes Lecture Series at Utah Valley University, a UVU Entrepreneurship Institute event. Speaker is Brent Bennett of Hub International Ltd. Location is Utah Valley University, Clarke Building, Room 101A, 800 W. University Parkway, Orem. Free. Registration can be completed at Eventbrite.com.

### April 10, 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.

## EARNINGS

from page 4

### Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$9.2 million, or 16 cents per share, for the fourth quarter ended Dec. 31. That compares with \$6.8 million, or 13 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$233.2 million, up from \$190.9 million in the year-earlier quarter.

For the full year 2018, the company reported net income of \$42 million, or 78 cents per share. That compares with \$27.5 million, or 55 cents per share, for 2017. Revenue in 2018 totaled \$882.8 million, up from \$727 million in 2017.

The company manufactures and markets disposable devices used in interventional, diagnostic and therapeutic procedures, particularly in cardiology, radiology, oncology, critical care and endoscopy.

"2018 was an important

and very positive year for the company and included the closing of the Becton Dickinson deal, the acquisitions of Cianna Medical and Vascular Insights, and the execution of our global growth and profitability plan," Fred P. Lampropoulos, chairman and CEO, said in announcing the results.

"Integration of these new businesses and sales of our core products continue to drive growth to the point where we are confident forecasting an expansion of our 2019 core revenue growth to a range of 8 to 10 percent."

Lampropoulos said the company recently opened a new distribution center in Reading, England, in an effort to hedge against potential Brexit disruption, and a direct sales and distribution center in Johannesburg, South Africa. "We believe the ability to provide essentially same-day service to our customers in those regions will enhance customer confidence and increase our growth prospects," he said.

The company expects to introduce 10-15 products this year, he added.



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## NO. UTAH

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Weber Chamber and the Weber State University Goddard School of Business and Economics.

"I think Davis/Weber county is ripe for regional and national site selectors from both a recruitment standing, but also you have a robust environment for economic development and growth to come into the future," Fugal said.

Currently, construction projects are concentrated in Utah County, led by Lehi and Pleasant Grove.

Davis County is "unfortunately lagging," Fugal said, "but I think there's opportunity in the future to see new redevelopment come into place and really position this market against the other counties."

Record-low unemployment is among the factors that could shift activity from the tech-heavy Silicon Slopes area — southern Salt Lake County and northern Utah County — to Northern Utah, he said.

"The problem is those companies are all cannibalizing each other for the same employees, and they're driving wage rates up and it's very difficult. You contrast that with Davis/Weber county. I think Davis/Weber county, not only being a college town but also having, I think, a much more healthy environment to recruit and retain talent from, is well-positioned to really provide an alternative for growth and economic development and still offer an unmatched Utah address with this incredible quality of life and backdrop that we all really benefit from."

Nearly 2 million square feet of construction is underway in Utah County, while in the Davis/Weber area, the figure is 280,000 square feet. "I predict that will change in the future," Fugal said. "You're in a good spot for future growth and development."

Gochmour noted that a lot of Utah's population growth is happening in "ring" counties surrounding the Wasatch Front. In Weber County, the growth rate is only 1.1 percent. "I would say that in that measure, Weber County is underperforming," she said. "I think with some of the things I've

seen and some of the things being shared today, I would expect that to change."

While Utah County "is carrying the Utah economy" with a 5 percent job growth rate — Utah's overall is 3.1 percent — the Davis/Weber area has the ingredients to thrive, she said.

"I am very optimistic about things happening here because you have land, you have location and you have leadership," she said, noting that Utah's legislative chambers are led by Senate President Stuart Adams of Layton and House Speaker Brad Wilson of Kaysville.

During a question-and-answer session, Gochmour urged Northern Utah counties to work together in order to strengthen the area's economy.

"I think that this area needs to collaborate in a very strong way with your adjoining counties, whether it be Davis or Box Elder or Morgan or Cache," she said. "Nobody cares about county boundaries, meaning the economy doesn't care, industry doesn't care. I think it's really weird for Davis County to have an econom-

ic development plan and Weber County to have an economic development plan. That's not how markets work. So, I would say, 'Share the stage.'"

The area also needs to develop "a better story and an economic brand," she said, suggesting that the area's ability to "build things" is an option. The area's railroad heritage and strong manufacturing sector are examples she cited.

"I think somehow Northern Utah needs to put a better message around who you are and what you want to become in the future," Gochmour said. "Because of your location, because of your land, because of your leadership, because of your economic assets, you should be doing better on some of those growth things, and I do think that that's likely to happen."

While other parts of the state are getting attention as economic powerhouses, "if you lift up the rocks and consider what's here," she said, "it's extraordinary."

Among the real estate gems benefiting Northern Utah are Station Park in Farmington and the Falcon Hill development on the edge of Hill Air Force Base, Fugal said. Station Park's 1 million

square feet is 100 percent occupied, making the mixed-use project "truly a landmark along the Wasatch Front, if not the Mountain West," he said. Meanwhile, the 500-acre Falcon Hill office park project "will continue to transform this market area and bring in jobs and other opportunity," as it builds out to upwards of 2 million square feet of development, he added.

"And it's not just aerospace and composites," Fugal said. "I predict you'll see technology firms and other industry gravitate toward the area because of its proximity to the freeway, services and employment."

Russell noted that Boeing, BAE Systems and Northrop Grumman are among aerospace companies in Northern Utah that are hiring lots of workers. The area has more than 30 such companies and the majority of the sector's 30,000 workers in the state. Northrop's flight systems division hired more than 2,400 employees in 2017 and over 2,000 last year. It has nearly 5,800 workers now but needs to hire more than 5,000 over the next one or two decades in order to address attrition and the company's growth goals, he said.



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### International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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



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