

## Focus

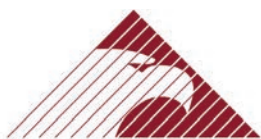


### CONSTRUCTION PAGE F1

Sponsored by:



JACOBSEN



MOUNTAIN AMERICA  
CREDIT UNION

## Women patents growing, still way behind men

**Brice Wallace**  
*The Enterprise*

Despite advances over the past four decades, the percentage of inventions patented by women remains minuscule.

Speaking to a group last week in Salt Lake City, Molly Kocialski, director of the Rocky Mountain Regional U.S. Patent &

Trademark Office, cited statistics from the U.S. office that reveal that the share of patents including at least one woman as an inventor climbed from 7 percent in the 1980s to 21 percent in 2016.

"Which I think is great news for us," she said. "That means we are inventing. We are applying for patents."

However, women accounted for only 12 percent of all inventors on patents grant-

ed in 2016 despite women being 25 percent of the STEM (science, technology, engineering and math) workforce.

"Even at 25 percent of the STEM

**see PATENTS page 5**



An artist's concept drawing of the proposed convention center hotel adjoining the Calvin L. Rampton Salt Palace Convention Center in Salt Lake City shows a 28-story building with 725 guest rooms and architectural design to match the convention center.

## Planned convention hotel to soar over Salt Palace in downtown SLC

We know a little more about what's going to happen on the northwest corner of the intersection of 200 South and West Temple streets in downtown Salt Lake City. That's the site — adjacent to the Calvin L. Rampton Salt Palace Convention Center — of a proposed convention center hotel that economic development and tourism officials have been pushing for more than a decade.

Preliminary plans and designs were released earlier this month for a 28-story skyscraper with flowing rounded construction

and a glass and textured aluminum exterior. The plans have the \$337 million development being built into the southeast corner of the convention center to allow easy flow of convention attendees between the two facilities. The design echoes the architectural line of the adjacent Salt Palace.

The 616,000-square-foot hotel will have about 725 guest rooms, developers said, and is planned to have a

## Folks still finding jobs; unemployed rate stays flat

The number of people employed in Utah continues to grow, according to figures released last week by the Department of Workforce Services. Since last March, Utah's nonfarm payroll employment has grown by an estimated 3 percent, adding 45,100 jobs to the economy. Utah's current employment level sits at 1,546,300.

Meanwhile, March's seasonally adjusted unemployment rate of 3 percent is unchanged from February and marks the lowest rate in Utah since early 2008. Approximately 47,200 Utahns were unemployed and actively seeking work during the month. The national unemployment rate remained unchanged from the prior month at 3.8 percent, according to the U.S. Bureau of Labor Statistics in Washington, D.C.

"Utah has led the nation in its rate of job growth during the nearly 10 years since the Great Recession," said Mark Knold, senior economist at the Department of Workforce Services. "The current 3 percent growth continues that trend and there is little on the immediate horizon to suggest it will soon change."

Utah's private-sector employment grew by 3.2 percent year-over-year with the addition of 40,600 positions. Nine of the 10 private-sector industry groups measured in the establishment survey posted net job increases in March while the other service sector lost 200 jobs. The largest private-sector employment increases were in leisure and hospitality (8,900 jobs); trade, transportation and utilities (8,600 jobs); and education and health services (6,000 jobs). The fastest employment growth occurred in the information sector (6.7 percent), leisure and hospitality (6 percent) and natural resources (4.3 percent).

**see HOTEL page 13**



OPEN FOR YOUR  
BUSINESS



AMERICA FIRST  
CREDIT UNION



1-877-AFCUBIZ



americafirst.com



DataBank has broken ground on its new SLC5 data center in Bluffdale. The facility will contain five 10,000-square-foot data halls along with amenities for its customers in a 90,000-square-foot building.

## DataBank's 4th Bluffdale data center underway

Dallas-based DataBank has broken ground on its fourth data center at its Granite Point campus in Bluffdale. Dubbed SLC5, the new facility joins three other massive data-storage facilities and DataBank's 66-megawatt privately owned substation. The company expects SLC5 to be ready for service in the fourth quarter of this year.

DataBank said that SLC5 will be a fully integrated and highly connected state-of-the-art facility, designed with the flexibility to address growth across a wide range of customer requirements. The facility will connect the company's SLC interconnection point via a high-speed optical metro transport

ring. SLC5 will offer a full suite of services, including colocation, compliant hosting, managed services, cloud computing and storage.

"Today's high-performance computing, content providers, cloud giants and large enterprises need the ability to rapidly scale across all fronts — capacity, power, cooling, and connectivity," said Kevin Ooley, president and chief financial officer at DataBank. "DataBank designed the Granite Point campus with our customers' power and expansion requirements in mind, which were also the underlying reasons we designed and operate our own power substation. SLC5 offers customers

redundancy at every level along with the ability to securely and reliably deliver applications and content."

SLC5 was designed to support 10 megawatts of redundant critical-load capacity to meet high-performance computing requirements, Ooley said. It will also offer full customer amenities including break areas, private offices, a training room, a burn-in room and secure storage.

The facility will have five 10,000-square-foot data halls with 36-inch raised floors and a total gross size of 90,000 square feet. It will be built to support all industry- and government-mandated security requirements.

## CBRE's Salt Lake multifamily market report spotlights record sales volume in 2018

The Salt Lake City office of CBRE has released its semi-annual Greater Salt Lake Area Multifamily Market Report, which features detailed insight into the multifamily market along the Wasatch Front. Encompassing data through year-end 2018 and 2019 trends, the report reflects a market that is robust with record sales volume, strong year-over-year rent growth, healthy absorption and low vacancy. Multifamily investment product continues to outperform all other commercial investments in total sales volume, rent growth and new development, according to the report. The report spotlights a record-setting sales volume of \$1.44 billion in the multifamily market.

"Salt Lake's multifamily market has matured from a privately traded market to a broad-based investment source, sending a message of scalability to institutional and large private equity firms across the nation," said CBRE multifamily specialist Patrick Bodnar.

Highlights from the report include:

- In-migration for employment remains the top driver for multifamily demand, keeping overall vacancy low at 4 percent and showing no change year-over-year. Utah's population grew by 52,664 in 2018.

- Rent grew 5.9 percent to an overall average monthly rent of \$1,122 across all property classes. The Salt Lake County suburban market experienced the greatest rent growth at 6.6 percent.

- Many out-of-state developers are looking to participate in Salt Lake as it is a high-growth, secondary market that is largely untapped by outside developers. In 2018, new unit deliveries reached 7,467 and there is a healthy projection of 6,244 unit deliveries expected in 2019. The majority of new multifamily development is taking place in Salt Lake County, which houses approximately 64 percent of all active and planned construction.

- Lease-up velocity held strong at 19 units per month at year-end, up from 17 units at the close of 2017. Of all units delivered during the previous 12 months, over 68 percent have been leased. Local demand is presently keeping up with supply.

The Greater Salt Lake Area Multifamily Market Report was prepared with current data sourced from a survey of over 60,000 units along the Wasatch Front. It highlights local market trends on rental, vacancy and cap rates, the status of the current construction pipeline and transaction volume.

## Robert Purcell tabbed to head Orem's VIA Motors as new CEO

Orem-based VIA Motors International Inc. has announced that Robert Purcell has been appointed the company's new CEO, replacing Peter Guile. Purcell has been chief operating officer of the company since March 2015.

"We are really excited to now have Bob as the CEO of VIA Motors," said Bob Lutz, VIA's chairman of the board. "Bob has deep automotive experience and has led electric and hybrid vehicle programs and companies for over 25 years. Bob has the brains, the passion and the guts to be a great CEO."

VIA Motors, founded in 2010 by Lutz, is an electric development and manufacturing company. VIA produces extended-range electric vehicles by

modifying trucks, vans and SUVs to run with electric motors. VIA purchases basic vehicles from General Motors and replaces the conventional gas powertrain with an extended-range electric-drive powertrain. VIA then sells directly to fleets under the VTrux brand name. The company has about 75 employees.

Purcell is a recognized leader in the world auto industry, Lutz said. He held key leadership positions at General Motors; Boston-Power battery company; and Protean Electric, a manufacturer of in-wheel electric drive motors.

"I am honored to become the CEO of VIA Motors," said Purcell. "VIA is an industry leader, providing cost-effective electric and hybrid drive systems for commercial vehicles applications. We are now looking to expand our presence in the world markets, and I am excited to be leading that effort."



Robert Purcell

*Every day is a great day . . .*

**MMMM...  
Mondays!**

**TASTY  
Tuesdays!**

**WOW  
Wednesdays!**

**TWISTY  
Thursdays!**

**FRITTER  
Fridays!**

**SPRINKLES  
Saturdays!**



Donuts      Brownies      Fritters  
Turnovers      Muffins

*Family Owned & Operated*

**2278 So. Redwood Road**

**801-975-6381**

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

***with Darla's Donuts!***

# New drug company opens headquarters with ribbon-cutting in Lehi

## Civica Rx aims to resolve problems such as shortages and overpricing in the generic medications industry

Civica Rx, the not-for-profit company announced last January with the intent of shaking up the generic medication industry, has opened its headquarters in Lehi. Gov. Gary Herbert, U.S. Rep Ben McAdams, Intermountain Healthcare CEO Dr. Marc Harrison and other civic and medical community dignitaries recently joined Civica chairman Dan Liljenquist for a ribbon-cutting ceremony at the new facility on Executive Parkway in Lehi. Liljenquist is also senior vice president of strategy at Intermountain and Civica is considered his “brainchild.”

Liljenquist and Harrison, representing Intermountain Healthcare, were part of a group of healthcare organizations and hospitals that announced the formation of Civica RX in September. They said Civica would be a company that will produce generic drugs that currently are manufactured by only a few companies that, according to organizers, are manipulating supply in order to cause shortages and raise prices for hospitals and ultimately their patients. The costs of some generic drugs have risen more than 1,000 percent in just a few months “for seemingly no reason,” said Harrison at the time. “We believe this is wrong.”

The initial organizing members of Civica Rx will each contribute a member of the governing board and the bulk of the initial capitalization for the company. They include Common Spirit Health, HCA Healthcare, Intermountain Healthcare, Mayo Clin-

ic, Providence St. Joseph Health, SSM Health, Trinity Health, Arnold Ventures, Peterson Center on Healthcare and the Gary and Mary West Foundation.

Other founding members of Civica are Advocate Aurora Health, Allegheny Health Network, Baptist Health South Florida, Franciscan Alliance, Memorial Hermann Health System, NYU Langone Health, Ochsner Health System, Sanford Health, Spectrum Health, St. Luke's University Health Network, Steward Health Care and UnityPoint Health. University of Utah Health joins other organizations that Civica calls partnering members. They are Aspirus Health System, Baptist Health, Christiana Care Health System, Integris Health and Regional One Health.

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

At a news conference in September when the initial leadership of Civica was announced, Harrison said that “(Civica) will be based in Utah, and we believe that it will eventually result in hundreds of new jobs in our economy.”

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

“We believe that generic drug prices can be reduced to a frac-



Civica Rx officers, hospital leaders and elected officials, including Gov. Gary Herbert and U.S. Rep. Ben McAdams, help dedicate the company's new offices in Lehi. (Photo: Business Wire)

tion of their current costs, saving patients — and this is really all about patients, folks — hundreds of millions of dollars a year,” Harrison said. “What you see here today is a free-market solution to a social ill that has been created by individuals who have perverted an industry. We aim to fix that.”

Liljenquist said Lehi was chosen for Civica's headquarters because it is centrally located amid Utah's major universities and has become a hub for Utah's start-up and tech community, which will enable Civica Rx to draw on local expertise and talent. The Lehi office will house approximately 40 people immediately and expansion opportunities in Lehi are expected to bring the office to four or five times that size within three to five years.

“Together we celebrate the

reason why Civica Rx exists, in purpose and in brick and mortar, and that is to do what is in the best interest of patients by stabilizing the supply of generic medications,” said Martin Van-Trieste, Civica Rx CEO. “Drug shortages strain hospital staff, lead to delayed surgeries and sub-optimal treatments for patients, and can lead to unpredictable price increases that result in budgetary instability in hospitals.”

Speakers at the ribbon-cutting ceremony highlighted the challenges associated with generic drug shortages in the nation's hospitals, shared enthusiasm about the promise of Civica Rx as an innovative, collaborative approach to stabilizing generic drug supply and expressed pride in welcoming Civica Rx to Utah.

**Enterprise**

UTAH'S BUSINESS JOURNAL

USPS # 891-300

Published weekly by:

**Enterprise Newspaper Group**

825 North 300 West Ste. NE220  
Salt Lake City, Utah 84103  
801-533-0556 FAX 801-533-0684  
[www.slenterprise.com](http://www.slenterprise.com)

**PUBLISHER & EDITOR**  
R. George Gregersen

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

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

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

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

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

**CLASSIFIED AND REAL ESTATE**  
[david@slenterprise.com](mailto:david@slenterprise.com)

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

**LIST DEVELOPMENT**  
Lanece Gregersen  
[lists@slenterprise.com](mailto:lists@slenterprise.com)

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

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

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

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

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

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



From providing contract review and insurance program planning to assisting with jobsite safety and claims handling, Moreton & Company can help you protect and grow your construction business.

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



**MORETON & COMPANY**

Trusted by Construction Professionals Since 1910

# Utah CEOs cautiously optimistic

Utah's corporate CEOs have mellowed in their optimism for the immediate future of the state's economy, according to the latest edition of the Salt Lake Chamber's CEO Outlook report.

The first-quarter 2019 Confidence Index, a sub-index of the CEO Outlook, decreased from 55.5 in the fourth quarter of 2018 to 53.2 for this year's first quarter. The report found that executives feel that the economy has reached a state of stasis and may not be zooming like it was in recent quarters. The Confidence Index is based on responses to the four questions concerning current conditions and expectations for the future. The index can range from zero to 100. A score below 50 means executives believe the economy will worsen; a score above 50 indicates a belief among executives that the economy will improve.

The CEO Outlook is a statewide economic survey of Utah business executives about economic conditions.

"This quarter's results demonstrate the cautious optimism Utah CEOs have for both the success of their industry and increased profits for their company over the next year," said Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance. "While optimism regarding their own busi-

ness and industries is strong, overall uncertainty for the next six months seems to point to a slight lag in economic expansion."

According to the first-quarter survey, 78 percent of executives report similar economic conditions for Utah's economy as compared to the previous six months while trends point to a moderating environment. The study also shows that a majority of executives — 58 percent — anticipate Utah's economy will hold steady in the coming months. Over half of executives — 55 percent — expect stable conditions in their relative industries six months from now, while they remain optimistic about their own firm's profits.

"The Economic Expectation Index, which measures expectations six months from now, has declined for three consecutive quarters," said Natalie Gochnour, director of the Kem C. Gardner Policy Institute and chief economist at the Salt Lake Chamber. "And even though CEOs' expectations for their own firms are higher today than five of the past six quarters, labor shortages, tariffs, housing prices and gridlock in Washington, D.C. — over immigration, budget and trade/border issues — continue to affect the economic mood."

# CORPORATE FINANCIAL REPORTS

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

## Zions

Zions Bancorporation, based in Salt Lake City, reported net earnings applicable to common shareholders of \$205 million, or \$1.04 per share, for the first quarter of 2019. That compares with \$231 million, or \$1.09 per share, for the same quarter a year earlier.

Zions noted that the year-earlier quarter included a benefit of 4 cents per share from \$11 million in interest income recoveries and 17 cents per share from \$47 million for a negative provision for credit losses due to strong credit quality performance.

Net interest income was up 6 percent over the year-earlier quarter. Average loans were up 5 percent and average deposits were up 4 percent. Average loans held for investment were up 5 percent. Loan balances at the end of the quarter were up nearly 6 percent from the prior-year quarter. Average deposits grew about 4 percent year over year.

Zions operates banks in 11 western states.

"First-quarter results were

fundamentally strong, with earnings per share of \$1.04 as compared to \$1.09 a year ago," Harris H. Simmons, chairman and CEO, said in announcing the results. "However, the prior year's first quarter included interest recoveries on several large loans equal to 4 cents per share and a negative provision for credit losses equal to 17 cents per share.

"Adjusted pre-provision net revenue per share increased 16 percent; at the same time, credit quality remained strong, with net charged-off loans, as a percentage of average loans and leases, of zero, compared to 0.05 percent a year ago. Average deposits increased 4 percent — with noninterest-bearing deposits declining less than 1 percent — and average loans and leases increased 5 percent over the prior year period. Economic conditions remain strong throughout the bank's market area and we are encouraged by the opportunities we're seeing for continued healthy growth."

## Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$6.2 million, or 11 cents per share, for the quarter ended March 31. That compares

with \$5.3 million, or 10 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$238.3 million, up from \$203 million in the prior-year quarter.

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

"Our first-quarter results fulfilled our goal of 8 to 10 percent core growth by landing on the top side of our projection," Fred P. Lampropoulos, chairman and CEO, said in announcing the results. "This is particularly pleasing when we consider the training, sales meeting and new-year startup expenses included in this quarter."

Lampropoulos said Merit has prepared for potential outcomes related to Brexit with its newly operational distribution and training center in Reading, United Kingdom. "There are several new products scheduled for introduction in the second quarter that we believe will add to our growth and margins," he said.

SALT LAKE CHAMBER

CLASSIC GOLF TOURNAMENT

JUNE 24, 2019

Join us for the Salt Lake Chamber's Classic Golf Tournament on June 24, 2019. Players will have a great day of golf at The Salt Lake Country Club, one of the oldest clubs in the western United States. This year's event will include a 4-person scramble followed by a prime rib buffet and awards luncheon.

The Salt Lake Chamber encourages members to include community leaders, business colleagues, and other VIP guests in their foursomes. Due to popular interest for this event, registrations are taken on a first come first serve basis.

7:00 AM Registration and Breakfast

8:00 AM Shotgun Start

Awards Luncheon following game play

\$10,000 Champion Sponsor

\$5,000 Masters Sponsor

\$2,500 Classic Sponsor

\$1,600 Foursome

\$400 Individual Player Spot

Register online at

[www.slchamber.com/golf](http://www.slchamber.com/golf)

or call (801) 328-5053

SALT LAKE  
EST. 1887  
CHAMBER

SALT LAKE COUNTRY CLUB  
2400 COUNTRY CLUB DR, SALT LAKE CITY, UT 84109

## PATENTS

from page 1

workforce, women are not participating in the patenting part of innovation at the same rate as they're participating in the workforce, and that to us is a pretty big red flag. That means that we need to have some more conversations and find out what's going on," she said.

"We know that women aren't participating in patenting. And if you use patenting as a measure of innovation — which is actually a pretty good measure of innovation — you understand that we're behind, and we need to figure out what will move the needle to help us catch up."

Kocialski added that about half of the women in STEM careers leave those jobs after 12 years, with most of them out after five years. She said the office's goal is to boost the women-inventors-in-patents percentage to match that of women in the STEM workforce, "so that when we have this conversation in 2026, we're not going to be telling you that that [patent] rate is 12 percent again, that it's going to be higher, that it's going to be that women are participating on the patenting side of innovation hopefully at the same rate that they're participating in the STEM workforce."

The study also indicated that women are specializing in technology fields and sectors where female predecessors have patented rather than entering male-dominated fields or firms.

Kocialski said ways must be found to inspire the next generation of inventors — "Everybody has the ability to be an inventor," she said — and that

everyone needs to tell the stories of past and current women inventors. "Businesses need to tell them, you need to tell them, intellectual property attorneys need to tell them," she said. "These are the stories we need to be inspiring the next generation with."

During a panel discussion, several women inventors discussed challenges for women involved in innovation and patenting. They include women needing more training to understand the language of patenting and tensions regarding who gets credit for patents.

Jennifer Hwu, CEO of Salt Lake City-based InnoSys Inc., focused on the language issue. "It's sort of the similar struggle as in venture capital, which is women often don't feel they can participate because there's a language around venture funding, and the same thing exists with patent law," she said.

"The answer is not to get more women into STEM degrees. That number will never improve, not for the next 10 years, at the rate that we're going as a nation. But if we can think differently about 'where do great ideas come from,' and then give them the language and knowledge, I actually think you'll see a spike."

Terrece Pearman, director of intellectual property and science advisor at Salt Lake City-based Medic.life, said getting credit for patents often results from a culture of "push and shove, the culture of needing to shove yourself in and fight your way to the top." However, women often put that behind them and instead concentrate on resolving difficulties, she said.

"I've been in meetings where when the peacocks left

the room, it just got where things started to happen more, and I think we could've saved a little time if we had just not had the guys here because they're fighting over who gets the credit as opposed to solving the problem," she said.

Last week's gathering was organized by Tom Briscoe, a registered patent attorney at Salt Lake City-based Kunzler Bean & Adamson, who urged inventors to keep in mind the long-term benefits their inventions can bring to the world.

"Not only do we want to

see women inventors successfully named as inventors on patents, but we also want to see women and men use these inventions to build their businesses, to build progress in society," he said. "It's not just about protecting the value of your innovation. It's also about projecting the value of your innovation."

Kocialski framed the issue in international terms. Innovation is a worldwide competition, she said, with the United States at a bit of a disadvantage against nations with larger pop-

ulations that are innovating at a high rate — but that is offset by the U.S. having a long history of innovation and invention.

"Much of the world relies on the innovations and inventions that have come out of the United States of America," she said. "At the end of the day, for us and for our nation, it's incredibly important. I can't stress enough how important it is. ... And when we're looking at the worldwide competition that we have for innovation, it's absolutely essential that America continue to do that."



# McNEIL ENGINEERING™

Economic and Sustainable Designs, Professionals You Know and Trust

## Missing a Piece?

## We Have You Covered

- ❖ Civil Engineering
- ❖ Structural Engineering
- ❖ Laser Scanning & Land Surveying
- ❖ Paving & Roofing Consulting
- ❖ Landscape Architecture



Follow Us On:






801-255-7700

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

## Accept Credit or Debit Card Payments Wherever, Whenever



IN-STORE SOLUTIONS



ONLINE SOLUTIONS



MOBILE SOLUTIONS



Wherever Your  
Business Goes,  
We're With You!



[bankofutah.com/merchant-services](http://bankofutah.com/merchant-services)

Member  
FDIC

# Industry Briefs

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

## ASSOCIATIONS

• **Sunny Sanyal**, CEO and president of Salt Lake City-based Varex Imaging Corp., has been appointed to the **U.S.-India CEO Forum**. Established in 2005, the forum provides an opportunity for discussions between the two governments to strengthen the U.S.-India economic and commercial relationship.



Sunny Sanyal

The U.S. CEOs serve two-year terms and are selected from respondents to a Federal Register Notice calling for CEO-level applicants to the U.S. section of the forum. Varex designs and manufactures X-ray imaging components.

## DIRECT SALES

• **Young Living Essential Oils**, Lehi, has promoted **Sarah Bjorgaard** to general manager over the U.S. market and **Irvin Bishop Jr.** to executive vice president of digital and strategic planning. Bjorgaard has more than 26 years of experience in the direct sales industry.



Sarah Bjorgaard



Irvin Bishop Jr.

She joined the company in 2018 as vice president of beauty essentials. Before joining Young Living, she was vice president of global sales for a multinational corporation. In his new role, Bishop will lead Young Living's efforts to update its global digital footprint and facilitate management and strategic alignment companywide. Bishop joined the company in 2018 as senior vice president of digital strategy. He has more than 20 years of expertise in digital marketing, consumer insights and technology. Prior to Young Living, he was head of digital marketing IT for Coca-Cola.

## ECONOMIC INDICATORS

• **St. George** is second-ranked and three other Utah cities are in the top 20 on a list of "2019's Best Small Cities to Start a Business," compiled by personal finance website **WalletHub**. It compared more than 1,200 cities with fewer than 100,000 residents across 18 key metrics, including small-busi-

ness growth rates, accessibility of financing, investor access and labor costs. **Clearfield** is ranked No. 18, **Cedar City** is No. 19 and **Springville** is No. 20. The top-ranked city is Holland, Michigan. Details are at <https://wallethub.com/edu/best-small-cities-to-start-a-business/20180/>.

## BEST KEPT SECRET IN UTAH.

Wire rope is where we started.

One of the largest shops in the Intermountain West. Slings made to your specifications. Our staff has over 60 years of experience.



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

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

## EDUCATION/TRAINING

• May 8 is the deadline for applications for the August 2019 cohort of the **10,000 Small Businesses Program**, a partnership locally between **Goldman Sachs** and **Salt Lake Community College**. The program offers participants practical skills in topics such as negotiation, marketing and employee management that can immediately be put into action. The also will receive the tools and professional support they need to develop a strategic and customized business growth plan that will take their company to the next level. The program has trained 571 small-business owners in Utah alone. Details are at <https://10ksbapply.com/>.

## EXPANSIONS

• **Health Catalyst Inc.**, Salt Lake City, has entered the Asia Pacific market through a partnership with **Fullerton Healthcare Corp. Ltd.** Fullerton is a vertically integrated healthcare platform in the Asia Pacific region. Health Catalyst will assess Fullerton Health's capabilities to design a comprehensive future-focused strategic plan for data analytics, designed to help drive improved outcomes across all stakeholders in all markets where the company operates.

## GOVERNMENT

• The **Salt Lake City Golf Division** has hired **Kelsey Chugg** as associate golf director. Chugg

has worked for the Utah Golf Association for the past five years, first as a USGA P.J. Boatwright intern and then as the organization's membership director. Chugg's accomplishments as an amateur golfer include winning the 2017 U.S. Women's Mid-Amateur Championship and the Utah State Women's Amateur Championship four times. Chugg was recognized three times as an academic and athletic All-American as a collegiate golfer at Redlands Community College in Oklahoma and Weber State University. Chugg was named the Utah Golf Association's Women's Player of the year in 2013, 2015, 2016 and 2017. Chugg graduated from Weber State with a degree in technical sales and worked in pro shop operations at Wingpointe Golf Course for four years.



Kelsey Chugg

## INVESTMENT

• **CleanSpark Inc.**, a Salt Lake City-based microgrid and custom electrical equipment company, has secured \$20 million in financing to support various microgrid initiatives for commercial customers. The financing will help accelerate the development and deployment of CleanSpark's Distributed Energy Resource (DER) Solutions to commercial customers.

## PHILANTHROPY

• **Sage Creek at Moab**, a luxury resort property, has partnered with political commentator **Glenn Beck** to raise \$1 million to fight child sex trafficking. The partnership is part of a fundraising giveaway dubbed the Sage Creek Drive in the Desert. Beck has long been a vocal proponent of Operation Underground Railroad, an organization that runs sting operations to apprehend traffickers and free their victims. **Operation Underground Railroad** is one of two nonprofits that will benefit from the fundraising effort. The other, **Child Liberation Foundation**, raises awareness and provides funds to vetted partner charities for the rescue and aftercare of child trafficking victims. Details are at [sagecreek.rallyup.com/sagecreek](http://sagecreek.rallyup.com/sagecreek).

## REAL ESTATE

• **Newmark Grubb ACRES**, Salt Lake City, has hired **Jackie Kingston** as senior associate at its Salt Lake City office. Kingston joins Newmark's industrial team, where she will focus on serv-



Jackie Kingston

ing landlords and tenants along the northern Wasatch Front. Kingston has over a decade of commercial real estate experience, including working as an associate at Colliers International. Starting in property management, she quickly made her way to vice president of operations.



Everything for the  
Contractors

We rent the best

4343 Century Drive  
Salt Lake City, UT 84123

801-262-5761

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



## RECOGNITIONS

• **Salt Lake City's Housing and Neighborhood Development (HAND) Division** recently hosted its first **Fair Housing & Community Development Awards** breakfast and recognized the following: **Michele Hutchins**, equal housing opportunity specialist in the Office of Fair Housing and Equal Opportunity at the U.S. Department of Housing & Urban Development; **Rob Ferris**, CEO of Advantage Services Inc.; the **Disability Law Center** and **Utah Community Action**. During the event, Mayor Jackie Biskupski also honored two people with Keys to the City: **Claudia O'Grady**, vice president of the Multifamily Finance Department at UHC; and **Shawn McMillen**, executive director of First Step House.

• **ARUP Laboratories**, Salt Lake City, has been named **Support Services Supplier of the Year** by **Vizient**. It also was a finalist for the **Compliance and Integrity Award**. ARUP was one of 23 suppliers and distributors Vizient recognized for their excellence in providing value and benefit to Vizient's members throughout 2018. Vizient is a member-driven healthcare performance improvement company.

## RETAIL

• **Valley Fair** has named **Dewey Richardson** as general manager. He will oversee the transformation of the lifestyle center as it undergoes a revitalization. Richardson began his career with shopping centers in 1988 in Pocatello, Idaho, while attending Idaho State



Dewey Richardson

University. He later was operations manager at Pine Ridge Mall. He has been involved in managing lifestyle and shopping centers in Idaho, Utah, New Mexico, Michigan and Oregon. Most recently, he worked in Logan as senior general manager/National Operations West at Cache Valley Mall. He worked for years with Rouse Properties.

## TECHNOLOGY/LIFE SCIENCES

• **Sarcos Robotics**, a Salt Lake City-based robotic systems company, has appointed **Bill Keever** as senior vice president of global sales and **Tom Jackson** as vice president of defense and public safety. Keever is a business leader with deep technology experience in industrial automation sales. Prior to Sarcos, he led large-scale and highly complex global sales teams. With more than 30 years of international experience, Keever has managed teams in EMEA, Asia and Latin America. Jackson is a retired U.S. Marine Corps lieutenant colonel and 20-year defense, aerospace and energy industry veteran. Prior to joining Sarcos, Jackson served as vice president and general manager of Aeryon Defense USA Inc. Prior to joining Aeryon, Jackson worked for GE and Sierra Nevada Corp.



Bill Keever



Tom Jackson

A SUCCESSFUL LIFE MUST INCLUDE  
passion for your work.



We help people do work they  
are passionate about with  
companies they love.



CONTACT PEG NEWMAN:  
[peg@sanfordrose.com](mailto:peg@sanfordrose.com) | 801.716.5926

[WWW.SANFORDROSE.COM/NEWMANGROUP](http://WWW.SANFORDROSE.COM/NEWMANGROUP)

# Council approves concept plan for large development at Sandy's Cairns District

The Sandy City Council has unanimously approved a new concept plan for a \$500 million multi-use project in the heart of the Sandy Cairns District. The project team of Raddon Development and Beecher Walker Architects was awarded the development six months ago after an extensive request-for-proposal process. Since then, the team has been working with Sandy City staff to fine-tune the project components to fit all desired parameters and uses, culminating in the city council vote earlier this month.

The project will include an 18-story corporate tower with 10 stories of Class A office space atop a high-end, eight-story hotel, an eight-story Class A office building, a sky bridge/restaurant space and additional retail and restaurant space, an apartment complex, enclosed parking and pedestrian-friendly walkways and amenities. Specifically, the project will have approximately 400,000 square feet of offices, 225 hotel rooms, 50,000 square feet of res-

taurant/retail space and 200-plus apartment units.

"I'm impressed with how the development team worked with our city staff to ensure the project was designed to address all of the city's needs for this development," said Kurt Bradburn, mayor of Sandy. "Our vision for the Cairns District has always been to create an exciting, energetic urban hub where our residents and others can come dine, go to the theater, shop, work and live in one place and I believe this new development is the critical piece we needed to make this vision a reality."

"We have worked hard to purchase, attain rights and develop a sustainable plan in the Cairns District so we could bring such developments, amenities and economic base to Sandy," said Nick Duerksen, Sandy's economic development director.

Part of the overall aesthetic vision for the Cairns District has been "Where Mountain Meets Urban," according to Ron Rad-

don, president of Raddon Development. "We really took this aesthetic to heart when planning how and where the office, hotel, restaurant and other components would be placed in this development, in

addition to the materials and colors chosen.

"First, we analyzed the needs of corporate clients, hotel owner and guests, residents, restaurant owners and patrons and oriented buildings and parking to best meet

their needs, then we married that with our interpretation of 'Mountain Meets Urban' aesthetic to get it just right. As a developer and as a resident of Sandy, I'm excited to be a part of bringing this important centerpiece."



Plans have been approved for a \$500 million project at the Sandy Cairns District. The development will include an 18-story hotel/office space building, an eight-story office building, apartments, restaurant and retail space plus a parking garage and other amenities.

## MEIER'S CATERING MENU

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

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



Complete Catering

Service for 40-10,000

Western Chuckwagon Bar-B-Ques

Company Picnics • Family Reunions

Business Luncheons • Weddings

Open Houses • Dutch Oven Cookouts

801-278-4653 or 1-800-431-4655

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

Est. 1990

Bar-B-Que Beef

*Shredded bar-b-que beef on a bun*

Dutch Oven Bar-B-Que

Chicken/Ribs

*Potatoes Au Gratin*

*Peach Cobbler*

*Cooked in Dutch Ovens*

Flat Iron Steaks

*10 oz. USDA Choice*

*Top Sirloin Steak*

*Baked Idaho Potato*

*Grilled on site*

Pulled Pork

Hamburger/Hot Dog

*Hamburger w/all condiments*

*Meier's own quarter pound*

*Jumbo all Beef Franks*

*Grilled on site*

Tri Tip Roast/Marinated

*Grilled Chicken Breast*

*Grilled on site*

Pork Back Ribs

*Smoked with Applewood*

*Marinated Grilled Chicken Breast*

Hamburger/Grilled Chicken

*Meier's own quarter pound*

*Hamburger w/all the condiments*

*Marinated Chicken Breasts*

*Grilled on site*

Chuckwagon-K-Bobs

*Beef & Chicken-K-Bobs*

*w/fresh vegetables*

*Grilled on site*

Boneless Ribeye Steak

*10 oz. USDA Choice Boneless*

*Boneless Ribeye Steak*

*Baked Idaho Potato*

*Grilled on site*

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



Fast is the nation's largest  
Gig-speed network.

Beyond Fast is redefining what a  
provider provides.

	CenturyLink®	COMCAST BUSINESS
Gig-speed to more businesses in more places	Nope.	Yes.
Access to over 19 million Xfinity WiFi hotspots nationwide	Nope.	Yes.
More reliable with more 4G LTE coverage for small business	Nope.	Yes.
35 Voice features and solutions that grow with your business	Nope.	Yes.
2-hour appointment windows	Not Really.	Really.

FOR A LIMITED TIME

Get started with 75 Mbps Internet for

**\$49<sup>95</sup>**  
PER MONTH

for two years when you add  
Connection Pro and 2 Voice Mobility Lines.

Call **1-800-501-6000** or visit **ComcastBusiness.com**

COMCAST  
BUSINESS  
BEYOND FAST

Offer ends 6/21/19. Restrictions apply. Limited to new Comcast Business customers. Not available in all areas. Two-year term agreement required. Early termination fee applies. Requires subscription to Comcast Business Internet 75 and two Comcast Business Voice Mobility lines and Connection Pro (4G LTE Back-Up). Equipment, installation, taxes, the regulatory recovery fee and other applicable charges (e.g., per-call or international charges) extra, and subject to change during and after promotion. **Internet:** Actual speeds vary and are not guaranteed. **Voice:** \$29.95 activation fee (per line, up to 4 lines) applies. If there is a power outage or network issue, calling including calls to 911, may not be available. Call for restrictions and complete details. ©2019 Comcast. All rights reserved.

# Calendar

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

## **April 29, 9 a.m.-2 p.m.**

**State of Utah Reverse Trade Show**, an NIGP Utah Chapter event. Event features keynote speaker Mike Mower, chief of staff for Gov. Gary Herbert; a reverse trade show; breakout sessions and manager one-on-ones. Location is the Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$150. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **April 30, 11 a.m.-2 p.m.**

**Diversity Career Fair 2019**, organized by L3 Technologies. Panelists are Emma Houston, director of diversity and inclusion, Salt Lake County Mayor's Office; Margarita Angelo, vice president, diversity recruitment officer, Zions Bank; Selma Mlikota, manager, diversity and inclusion, O.C. Tanner; Nchopla Nwokoma, director of culture, England Logistics; and Cameron Williams, director of diversity engagement, Domo. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **April 30, 3-6 p.m.**

**"Financial Statements for the Small-Business Owner,"** a Utah Microloan Fund event. Instructor is Eric J. Marx, an entrepreneur and business investor. Location is Utah Microloan Fund, 154 E. Ford Ave., Suite A, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **May 1, noon-1 p.m.**

**ULI (Urban Land Institute) Utah Walkable Wednesday: Maven District**, featuring a walking tour of the Maven District. Activities begin at Creek Tea, 155 E. 900 S., Salt Lake City. Free for ULI members, \$15 for nonmembers. Details are at <https://utah.uli.org/event/>.

## **May 1, 6-9 p.m.**

**"The Power of Networking and Collaboration,"** part of the Lectures in Entrepreneurship Series at Westminster College's Center for Entrepreneurship. Location is Westminster College, Bill and Vieve Gore School of Business Auditorium, 1840 S. 1300 E., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **May 1, 6:30 p.m.**

**AR/VR Community Chapter Kickoff**, a Silicon Slopes event open to anyone interested in seeing the latest AR/VR innovations in Utah. Location is Kiln Theater, The Kiln, 2701 N. Thanksgiving Way, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## **May 2, 7:30-9 a.m.**

**Chamber Speaker Series**, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **May 2, 8 a.m.-2:30 p.m.**

**"Managing the Ill or Injured Worker Under the ADA, FMLA and Workers' Compensation,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$205. Details are at [employerscouncil.org](http://employerscouncil.org).

## **May 2, 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).

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

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is from Get Healthy Utah. Location is Soy's Sushi Bar & Grill, 4927 S. State St., Murray. Cost is \$20 for members, \$30 for guests. Details are at [murraychamber.org](http://murraychamber.org).

## **May 2, 4-6 p.m.**

**After Hours**, an ACG (Association for Corporate Growth) Utah event. Location is Phat Axe, 76 N. 100 E., American Fork. Cost is \$5 for ACG members, \$10 for nonmembers. Details are available by contacting Linda Blake at [linda@acgutah.org](mailto:linda@acgutah.org) or (801) 359-8613.

## **May 2, 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>.

## **May 3, 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 everyone. Details are at [murraychamber.org](http://murraychamber.org).

## **May 3, 8-9 a.m.**

**Silicon Slopes Breakfast**. Speakers are David Wright and Melanie Alder, co-founders of Pattern. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Details are at [silicon-slopes.com](http://silicon-slopes.com).

## **May 3, 8-9:30 a.m.**

**"Professional Development: The Four Commitments of a Winning Team,"** a Salt Lake Chamber event. Speaker is Mark Eaton, former NBA All-Star and team-building expert. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$25 for members, \$35 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

## **May 3, 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>.

## **May 3, 11 a.m.-12:30 p.m.**

**B.W. Bastian Diversity Lecture Series: "Perspectives on Diversity,"** presented by Westminster College's Office of Diversity, Equity and Inclusion. Business leaders will discuss how diversity shapes their operating practices, business decisions, talent development in their industry, and leadership approach. Panelists are Westminster College President Bethami Dobkin (moderator); Raymond Hall, chief human resource officer, Larry H. Miller Management Corp.; Barbara Melendez, attorney at Richards Brandt Miller Nelson; and Davis Smith, founder and CEO, Cotopaxi. Location is Westminster College, Bill and Vieve Gore School of Business Auditorium, 1840 S. 1300 E., Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **May 7, 9-11 a.m.**

**"Pay the IRS Less Without Going to Jail,"** sponsored by the Internal Revenue Service, Utah Small Business Development Centers and the Utah State Tax Commission. Location is Salt Lake Community College's Miller Campus, Miller Corporate Partnership Center, Room 333,

9750 S. 300 W., Sandy. Cost is \$20. Details are at <https://clients.utahsbdc.org/events.aspx>.

## **May 7, 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).

## **May 7, 11:30 a.m.-1 p.m.**

**"Let's Do Lunch,"** a South Jordan Chamber of Commerce event. Location is Sagewood at Daybreak, 11289 S. Oakmond 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).

## **May 7, noon-1 p.m.**

**"Let's Do Lunch,"** a Sandy Area Chamber of Commerce event. Speaker is Stephan Jacob, COO of Cotopaxi. Location is Cairns Café, Mountain America corporate headquarters, 9800 S. Monroe St., Sandy. Details are at [sandychamber.com](http://sandychamber.com).

## **May 8, 8-9:30 a.m.**

**"Well-Being and the Power of Positivity in the Workplace,"** a Utah Department of Workforce Services (DWS) event. Speaker is Chris Redgrave of Zions Bank. 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).

## **May 8, 8:30 a.m.-12:30 p.m.**

**"IP & Liquidity Conference: Preparing for Capital Markets,"** a PwC event. Topics include a market update; working with the SEC; executing a successful IPO; and private financing, M&A and secondary transactions. Location is Adobe, 3900 Adobe Way, Lehi. Details are available by contacting Don Hulet at [donald.l.hulet@pwc.com](mailto:donald.l.hulet@pwc.com). Registration can be completed at [Cvent.com](http://Cvent.com).

## **May 8, 9 a.m.-4 p.m.**

**Power Women Second Annual Women's Leadership Summit**, featuring a focus on high-performance leadership skills, communicating with credibility and leading by design. Location is AGC of Utah, 2207 S. 1070 W., Salt Lake City. Cost is \$249. Details are at [www.power-womenlead.com](http://www.power-womenlead.com).

## **May 8, 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).

## **May 8, 5-7 p.m.**

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **May 9, 8 a.m.-noon**

**"Compensation: Are Your Jobs Price Right?"** 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).

## **May 9, 9 a.m.-noon**

**Golf Tournament**, a West Jordan Chamber of Commerce event. Location is Topgolf, 920 Jordan River Blvd., Midvale. Details to be announced.

## **May 9, 11 a.m.**

**SBANational Small Business Week Awards 2019**, a U.S. Small Business Administration Utah District Office event. Location is Utah Museum of Fine Arts, 410 Campus Center Drive, Salt Lake City. Free, and open to the public but reservations are requested. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## **May 9, 11:30 a.m.-1 p.m.**

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is from Keep It Marketing. Location is Soy's Sushi Bar & Grill, 4927 S. State St., Murray. Cost is \$20 for members, \$30 for guests. Details are at [murraychamber.org](http://murraychamber.org).

## **May 9, 11:30 a.m.-1 p.m.**

**May WIB Luncheon**, a Davis Chamber of Commerce event. Location is 1075 Legacy Crossing Blvd., Centerville. Cost is \$20. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## **May 9, 6-8 p.m.**

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

# Succeeding in Your Business

## When two can grow a business more successfully than one

"I currently own a one-person information technology consulting firm, which operates as a limited liability company (LLC).

"I have a number of small clients. I go out and get the business, but I am also the person who has to do the work to keep the client satisfied. I am making enough money to support myself and my family, but there is not much left over to pay anyone else.

"I believe I could market this service to larger clients. This would bring in much more revenue, but there is no way I could do all the work a larger client will require. I don't want to hire employees because it's too expensive, and independent contractors are not reliable enough to perform the work on the demanding schedule these clients will require.

"I recently met an individual who is working for a large IT firm in a nearby city. We are both the same age — 55. He is sick and tired of commuting every day and is looking for the chance to be part-owner of a business.

"This individual is almost the perfect complement to me. He does not understand marketing at all, and is not comfortable selling clients or performing customer relations activities. He is, however, a genius at the IT services my company performs. He is the

type of person who will work throughout the day and evening to finish a project on time, with as little human contact as possible.



CLIFF ENNICO

"I am thinking of bringing him on board as a 50-50 partner in my LLC. I would give him my existing projects to work on, which would enable me to devote all of my time to attracting and soliciting business from larger clients. If I am successful in generating one or two larger clients within the next six to 12 months, we should be able to generate enough income to pay ourselves a living wage.

"My question is this: Am I being too generous giving him 50 percent of my LLC upfront, or should I give him a small percentage of the LLC now and let him work his way up to 50 percent ownership? I really want to work with this person, but I want to be sure I am being fair to myself as well."

What you have described here is almost the perfect business partnership.

People often go into partnership with people who are similar to them, but the best partnerships are between people with different skills who complement each other.

The best partnerships I have seen in 30 years of working with entrepreneurs are inside-outside partnerships such as the one you want to create. The outside partner

handles the marketing and other activities involved in getting, keeping and satisfying customers. The inside partner has more of a project management mentality and delights in getting each client job done on time and under budget.

If the outside and inside partners communicate well with each other and respect each other's sphere of influence (the inside partner doesn't interfere with the outside partner's customer relationships, and the outside partner doesn't micromanage the inside partner's work), the result can be a truly dynamic and successful partnership.

If you bring this individual on as a 50 percent partner, you will have to share half of the profits from each project with him from Day One unless he is independently wealthy and can wait to be compensated until the business ramps up. Since your business is only generating enough income to support you right now, you may have to cut back your lifestyle until you land some bigger customers that can support the both of you. Also, if this person turns out to be a total idiot, you and he will be deadlocked, and the LLC may need to be shut down.

Since you don't really know this person, I would recommend that you start by subcontracting him on your next couple of jobs so you can see how he performs under pressure. Your client would pay you, and you would pay him an agreed-upon per-

centage of the net proceeds from the job.

If this person insists on getting equity in your business upfront — a red flag, if ever there were one — I wouldn't give him more than 5 percent to 10 percent of your LLC. His equity should be nonvoting, meaning he gets a piece of your profits but he can't tell you how to run the business. If your business has any significant value (your accountant should be able to tell you if it does or not, although he or she may be reluctant to calculate the value), his equity should be in the form of a profits interest, where he participates only in the future growth of your business. That's important for tax reasons.

Lastly, your attorney should draft an operating agreement (similar to a partnership agreement) between the two of you with a provision saying you can vote him off the island at any time and buy his equity in the LLC back for a nominal amount (usually \$1). You want this relationship to be snap-on, snap-off until you know for sure he will add lasting value to your business without driving you crazy.

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

COPYRIGHT 2019 CLIFFORD R. ENNICO  
DISTRIBUTED BY CREATORS.COM

# PAY ATTENTION OR PAY CASH

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

Gain additional new business

We'll buy your inventories and services TODAY!

A great way to fill slow business cycles

Increase your buying power

Over 850 local businesses to trade with

AND  
NO MEMBERSHIP FEE!

# ABE

AMERICAS BARTER EXCHANGE

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

www.AmericasBarterExchange.com

20 Years Experience in Utah

# Tips on obtaining and using testimonials that boost your credibility with customers

"I want to believe you, but I'm not sure I trust you" is the unspoken question customers want to say to salespeople.

The devil in every sale is customer doubt. Specifically, a salesperson's lack of credibility. Slow down. Forget about "updating" your "professional profile." Why? To put it graciously, too many are being "massaged" by salespeople who think they need a "enhance" themselves. But, customers aren't fooled. Bad experiences make them suspicious and they back off from saying "yes."

The tool that helps bridge the "credibility gulf" is the customer testimonial. But wait a minute, don't roll your eyes and stop reading just because testimonials haven't worked for you. Here's why: All testimonials aren't equal; most are lacking credibility. The Internet is swimming in phony testimonials that are signed "A long-time customer," "Ben C.," "Does a

great job," or "We love that company." They are exactly what they appear to be: nothing more than thinly veiled fakery.

Even though some testimonials may be genuine, they're dull, boring and lack impact. In other words, they're ineffective. Let's face it, most of those who are asked to provide a testimonial don't know what to say or how to say it. So, unintentionally, they botch the job.

For testimonials to do the job of enhancing someone's integrity, they must tell a compelling story (not make a sales pitch) in a few carefully crafted words. They must be little jewels. And this takes skill.

Here's how to go about obtaining testimonials that are believable and enhance credibility:

**Step No. 1. Selecting testimonial candidates.** Forget about your sister-in-law or your best friend. Be selective about who you ask for testimonials. Choose situ-

ations where you've made a difference or saved the day. These are testimonials that resonate with prospects.

For example, it was during a review of a prospect's business insurance program that a broker discovered several gaps in coverage that could do serious financial damage to the company should a loss occur. When the agent was awarded the account, he asked the owner for a testimonial. Needless to say, the new client readily agreed.

Powerful testimonials often come from using a PSR or problem-solution-results format. Present the problem, followed by your solution and then drive the message home with the accrued results. Whether it's a testimonial or a case history, identify people with their full name, business and location. Otherwise, it isn't credible.

Here's the key: The right moment to ask for a testimonial is not when you want it, but when you have demonstrated your competence — it's your performance that

makes testimonials compelling. Read: believable.

**Step No. 2. Obtaining testimonials that have value.** Asking someone to write a testimonial can be a major mistake. If you do, the chances are you won't get what you expected — or wanted. It's likely to be something that's weak, cobbled together and unimpressive. For example, "We've been doing business with The Zoomfast Co. for 12 years and they always do a good job. Their people are friendly and know what they're doing." How many times have you seen testimonials like this?

Most people want to be helpful, but they don't know what to say or how to say it. So, they fall back on trite words and phrases that fail to convey a meaningful message. Or, they tell the person asking them, "Just give me what you want and I'll sign it." Either way, the results are less than inspiring.

A more successful approach is having someone who can ask questions that get a person talk-

ing to conduct a phone interview and write up a concise and compelling narrative. Then, have the person interviewed review it and make any changes and approve the final content. They will appreciate the help in giving it a professional touch.

Here's an example of what we're talking about. A client asked a marketing consultant to interview a customer, who was a co-founder of a construction company, for a testimonial. "Why do you think they wanted you to do this?" was the first question. And the answer was an instant grabber, "He saved my business." Then, he went on to tell how he was about to lose a large contract but was able to keep it, thanks to the client's knowledge and quick action. The resulting testimonial was short and powerful.

**Step No. 3. Putting testimonials to work.** Once you have a portfolio of several testi-

see GRAHAM page 13



JOHN GRAHAM

## Military Grade Cybersecurity for the Small Business Budget

# TOTEM



**HaightBey.com**  
or call (888) 379-0509

*TOTEM™ is the one-stop-shop tool for assessing your organization's security posture. With Totem, you'll be equipped with best practices and empowered with strategies to keep your data safe—all at a price tailored for small business.*

**HBA HAIGHT BEY**  
ENGINEERING & SECURITY SOLUTIONS

## Opinion

# Bipartisan support for electric vehicle handouts betrays taxpayers

Excessive partisanship and endless acrimony are common complaints lodged against the political class. There's a lot to be said in favor of this narrative, but bipartisanship isn't always what it's cracked up to be, either. As evidence, consider the latest attempt to extend corporate handouts for electric vehicle (EV) manufacturers.

The Driving America Forward Act was recently introduced to extend the existing EV tax credit well beyond its current limits. Unsurprisingly, its sponsors include both Michigan senators, Democrats Debbie Stabenow and Gary Peters, as well as Republican senators Lamar Alexander of Tennessee and Susan Collins of Maine. A companion version was introduced in the House of Representatives by Rep. Dan Kildee, also a Democrat from a district in Michigan.

Under current law, a federal tax credit of up to \$7,500 is available to consumers of the first 200,000 vehicles sold by each manufacturer, after which the credit is phased out. Both Tesla and General Motors

have exceeded the cap, a fact that has driven a lobbying frenzy to extend the benefit. This wouldn't be the first time the credit was expanded, as the original incarnation of the credit applied only to the first 250,000 electric vehicles sold across all manufacturers.

This new legislation will allow for the purchase of an additional 400,000 vehicles to be eligible for a \$7,000 credit, but it might as well be permanent. If Congress passes the bill and it's signed into law, Washington will be sending a clear signal to manufacturers that the gravy train may never end. All the EV makers must then do is flood Washington with lobbying and campaign donations once the next deadline approaches and the cycle could no doubt continue.

The current credit is expected to cost \$7.5 billion in federal revenue from last year through 2022, according to the Congressional Research Service and the Joint Committee on Taxation. The costs of the newly expanded credit are not yet available but would be considerably higher.

Almost 80 percent of those utilizing the

EV tax credit have incomes over \$100,000, making it not just a corporate handout but also a transfer from all workers to wealthier Americans. And despite its advocates' claims, the EV tax credit fails to reduce the alleged threat of climate change.

Because all personal vehicles in the United States account for only a small fraction of global greenhouse gas emissions, even an unrealistic influx of electric vehicles would prove to be negligible. Besides, standard internal combustion engines emit far less pollution today than they have in the past. Simply replacing older cars can do as much or more to benefit the environment than even entirely switching over to electric vehicles.

This is at least the third major push to extend EV tax credits over the past year. The persistence of the issue is indicative of a political reality less obvious than the typical Republican-versus-Democrat framework. In economic parlance, it's called concentrated benefits and diffuse costs. The benefits are conveyed to EV manufacturers and those few consumers (most of whom make over \$100,000), but the costs are spread out across the larger population.

While the manufacturers and relatively wealthier consumers of electric vehicles have a strong incentive to support the tax credits, the average cost per taxpayer is low and thus of little political concern. Yet, when all the crony handouts that come about because of this same dynamic are added up, it represents a more significant sum and is a more obvious problem. But translating that burden into a political force that's capable of resisting the well-funded pleading of special interests is extremely difficult.

In this case, the fact that the handouts are already set to end if Congress just does nothing should benefit the taxpayers. That's often not the case, and it explains why the special interests have failed several times already in their attempts to preserve their benefit. Unfortunately, it's readily apparent that they're going to keep trying again and again to enrich themselves at the expense of the taxpaying public.

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

COPYRIGHT 2019 CREATORS.COM

# Populist assault on central banks could have long-lasting costs

Around the democratic world, there is a power struggle taking place that might end up being the most damaging and long-lasting consequence of this era of populism. Elected leaders — from Donald Trump to Turkey's Recep Tayyip Erdogan to India's Narendra Modi — have been steadily attacking the independence of their nations' central banks. This could end very badly.

A brief history of modern central banking. As *The Economist* points out, politicians in the 1970s would routinely use central banks to goose the economy before elections to help them win. This helped create a wave of inflation that paralyzed economies and caused untold misery. The middle class saw its hard-earned savings evaporate within a few years.

As a result, over the last three decades, countries around the world have given central banks much greater independence. The United States was one of the leaders in this regard, with Paul Volcker asserting the Federal Reserve's independence and breaking the back of the "stagflation" that had crippled the American economy in the 1970s.

Today, it is Trump who is leading the charge in the opposite direction. He is attacking the Federal Reserve and asking it not only to cut rates but to actually engage in emergency measures to boost the economy — at a time of robust growth and low unemployment. To ensure that the Fed complies with his wishes, he has considering nominating two candidates to its board whose only qualification appears to be a slavish devotion to the president.

But Trump is not alone. Last year,

Erdogan issued a sweeping presidential decree allowing him to directly appoint Turkey's central bank leadership. And in March, the country's central bank spent a staggering \$2 billion trying to prop up the Turkish lira in advance of local elections.

In India, Modi pushed out two central bank governors so that he could find a more pliable one. He has succeeded. In February, the bank cut rates, apparently to help him in the national elections that are now underway. In addition, and more extraordinarily, he essentially raided the central bank's coffers for \$4 billion to buy the votes of poor farmers. In South Africa, the ANC is moving to change the structure of its central bank, long private and fiercely autonomous. In the

Philippines, the president appointed a close political ally to head the bank. And even in Europe, populists now routinely target their central banks. The Italian governing coalition has been attacking the central bank's leadership and questioning whether the bank should really be the steward of \$100 billion of gold reserves. That could be the start of an effort to raid the country's gold reserves to give the economy a short-term sugar high.

To get a sense of how much the intellectual mood has changed, consider this: Alan Blinder — a Princeton economics professor who had served as vice chair of the Federal Reserve Board of Governors — wrote an essay in 1997 arguing that the Fed was so obviously successful at policymaking that the government should adopt that model in other areas, like tax policy. He advocated the use of independent agencies and commissions to shield policy from

the overt political influence of elected officials, who would want to manipulate policy for short-term advantage.

Today, Trump wants the opposite. He would like to infuse the short-term passions of partisan politics into the Federal Reserve. Trump senses that the country's mood has changed. The financial crisis and the bank bailouts have eroded the Fed's credibility. And it's not just in America — across the world, central banks are seen as having failed to rescue Main Street while being too solicitous of Wall Street.

Some of this criticism is justified, though not in the United States, where the actions of the Fed and the Bush and Obama administrations worked better than anywhere else. That's why the American

economy recovered fastest, and its financial sector is now stronger than any other major economy. But even where the critique has merit, the solution should not be to destroy the entire institutional structure of central bank independence.

The assault on central banks will not have an immediate effect. But over time, their credibility will be eroded, their effectiveness will wane, and then one day, when the next crisis hits, we will all wish we had institutions that could weather the storm. But by then, it will be too late.

Fareed Zakaria's email address is [fareed.zakaria.gps@turner.com](mailto:fareed.zakaria.gps@turner.com).

(c) 2019, Washington Post Writers Group



VERONIQUE de RUGY



FAREED ZAKARIA



## CALENDAR

from page 9

### May 9, 6:30-8:30 p.m.

**"Life Hacks for Productivity at Work,"** a SCORE event. Location is Sandy City Library, 10100 S. Petunia Way, Sandy. Free. Details are at <https://utahsbdc.org/trainings>.

### May 10, 7:30-8:30 a.m.

**"Eggs & Issues,"** a Murray Area Chamber of Commerce event. Speaker is Murray Fire Chief Jon Harris. Location is Anna's Restaurant, 4770 S. 900 E., Salt Lake City. Free unless ordering from the menu. Open to everyone. Details are at [murraychamber.org](http://murraychamber.org).

### May 10, 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).

### May 10, 8:30 a.m.-3:30 p.m.

**Utah Veteran Business Conference 2019,** presented by the Utah Veteran Owned Business Coalition and Salt Lake Chamber. Keynote speaker is Jeff Kirkham, co-owner of Black Rifle Coffee Co. and owner of Readyman. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Room, 9750 S. 300 W., Sandy. Cost is \$30. Details are at [slchamber.com](http://slchamber.com).

### May 10, 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.

## HOTEL

from page 1

25,852-square- ballroom, several meeting rooms, a rooftop garden area and a restaurant and corner market. The main (south-facing) entrance will be sandwiched between massive digital billboards, including a three-story-tall screen on the side of the tower.

"The economic vision will be complemented by an elegant urban and architectural design that is compatible with the surrounding buildings while sensitive to becoming a new urban marker and presence on the skyline," John Portman & Associates, one of the project's developers, said in design-approval documents submitted to Salt Lake City. A site-design review by the city is

required on buildings planned taller than 120 feet.

Officials from the area's convention, tourism and economic development offices welcome the progress toward getting the hotel built, citing the need for additional accommodations in the neighborhood for convention-goers. The city has long been hobbled in its efforts to bring in larger conventions and other events by a lack of hotel rooms downtown. Officials were close to a convention hotel deal in 2015 with Dallas-based Omni Hotels, but the deal fell through. Last fall, Portman and Ivins-based DDRM Cos. were given up to \$75 million in post-construction tax rebates over 20 years by the Governor's Office of Economic Development to build the hotel.

The hotel is scheduled to open in spring 2022.

captivating testimonials is exciting. But there's one more step: Obtaining permission to use them. In fact, tell those interviewed you will send them the proposed wording, along with a testimonial release form (ask a lawyer to make a recommendation). Don't use a testimonial until you have a signed release in hand.

Testimonials can be one of the most powerful influencers available to marketers and salespeople. But get them right and using them effectively to maximize their benefits takes thought, planning and expertise.

John Graham of GrahamComm is a marketing and sales strategy consultant and business writer. He is the creator of "Magnet Marketing," and publishes a monthly e-bulletin, "No Nonsense Marketing & Sales Ideas."

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

### May 11, 10 a.m.-1 p.m.

**"Simple Steps for Growing Your Business,"** a SCORE event. Location is Salt Lake Main Library, 210 E. 400 S., Conference Room C, Salt Lake City. Free. Details are at <https://utahsbdc.org/trainings>.

### May 14, 7:15-9 a.m.

**Breakfast Meeting,** an Association for Corporate Growth (ACG) Utah event. Speaker is Chris Washburn, founder and CEO of Fezzari Bicycle Co. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at <https://www.acg.org/utah/events/>.

### May 14, 8:30 a.m.-12:30 p.m.

**Fourth Annual Talent Innovation Summit,** a Women Tech Council event focused on what companies are doing to attract women in technology. Keynote presenters are Wendy Steinle, senior director of web strategy and Utah site leader, Adobe; Dan Burton, CEO Health Catalyst; Laura Butler, senior vice president of people and culture, Workfront; and Jeff Weber, executive vice president of people and places, Instructure. Location is the Show Barn at Thanksgiving Point, 2975 N. Thanksgiving Way, Lehi. Cost is \$40 for WTC members, \$50 for nonmembers, \$20 for university students. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### May 14, 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, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### May 15, 7 a.m.-3 p.m.

**2019 Partners Golf Outing,** an Ogden-Weber Chamber of Commerce event. Location is The Barn Golf Course, 205 W. Pleasant View Drive, Ogden. Breakfast is at 7 a.m., followed by 8 a.m. tee time and 1 p.m. lunch. Free for chamber partners. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### May 15, 7:30 a.m.-noon

**Utah Crowdfunding Summit 2019,** organized by the Salt Lake Small Business Development Center and The Mill at Miller Campus. Speakers include Ryan Treft, investor or founder of local crowdfunded companies; Kelsey O'Callaghan, co-founder and CEO of Dorai Home; Kate Hansen, co-founder and CEO of Culinesco; and Brittany Brown, founder and CEO of LedgerGurus. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Cost is \$49.87, \$59.87 the day of the event, \$19.87 for high school and college students with IDs, free for children in middle school or elementary school (must be accompanied by parent or adult guardian). Details are at <https://www.utahcrowdfunder.com/>.

### May 15, 5:30-7 p.m.

**"Painting with a Purpose,"** a Murray Area Women in Business fundraising event, with proceeds going to Volunteers of America Center for Women & Children. Location is Painting with a Twist, 258 E. Winchester St., Murray. Cost is \$40. Tickets can be purchased at <https://www.paintingwithatwist.com/studio/murray/event/1952050/>. Details are at [murraychamber.org](http://murraychamber.org).

### May 15, 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>.

### May 15, 6-9 p.m.

**"Getting' Down with Social,"** a Utah Digital Marketing Collective event. Presenters are Haley Fields, owner of Orenda Marketing; and JD Prater, award-winning marketer. Location is Instructure, 6330 S. 3000 E., Suite 700, Salt Lake City. Free for Utah DMC members, \$20 for nonmembers. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### May 16, 8 a.m.-4 p.m.

**"Supervisory Skills: Taking it to the Next Level,"** an Employers Council event over two consecutive Thursdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite

see CALENDAR page 14

## GRAHAM

from page 11

monials, what are you going to do with them? How are you going to make them work for you? Take this seriously. There is nothing more persuasive than having a customer tell your story.

Here are ways for to get the most out of testimonials:

- Include in newsletters.
- Showcase on websites and in videos.
- Feature in sales letters.
- Turn into handouts for meetings and events.
- Highlight on social media.
- Send when asked for references.
- Display on banners at trade shows.
- Make seminar presentations.

Obtaining interesting and

**JOHN BITNER, MD**

*Dr. Bitner is the only physician in Utah fellowship-trained in both Facial Plastic Surgery and Hair Restoration Surgery.*

**UTAH HAIR RESTORATION.com**

Hair Restoration for Men and Women  
Transplant and Non-transplant Treatments  
Hairline Advancement and Reverse Browlift

Call today for your free consultation:  
**801.525.8727**

*Individual results may vary.*

## CALENDAR

from page 13

2005, Salt Lake City. Cost is \$345. Details are at employer-scouncil.org.

### May 16, 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.

### May 16, 11:30 a.m.-1 p.m.

**Lunch & Learn,** a Murray Area Chamber of Commerce event. Speaker Jody Stambach will discuss changes within the IRS. Location is Soy’s Sushi Bar & Grill, 4927 S. State St., Murray. Cost is \$20 for members, \$30 for guests. Details are at murraychamber.org.

### May 16, 11:30 a.m.-1 p.m.

**Chamber Luncheon,** a Davis Chamber of Commerce event. Location is 450 S. Simmons Way, Kaysville. Cost is \$20 for members, \$25 for guests. Details are at davischamberofcommerce.com.

### May 16, 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.

### May 16, 6-8 p.m.

**Contactos,** a Utah Hispanic Chamber of Commerce networking event. Location to be announced. Free for UHCC members, \$10 for nonmembers. Details are at <http://www.utah-hcc.com/>.

### May 17, 7:30-8:30 a.m.

**“Eggs & Issues,”** a Murray Area Chamber of Commerce event. Speaker is Kim Sorenson, director of Murray Parks & Recreation. Location is Anna’s Restaurant, 4770 S. 900 E., Salt Lake City. Free unless ordering from the menu. Open to everyone. Details are at murraychamber.org.

### May 17, 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.

### May 17, 8 a.m.-3:45 p.m.

**Utah Economic Summit,** hosted by Gov. Gary R. Herbert. Theme is “Global Connections: How Utah’s Business-Elevated Mindset Creates Success.” Featured speakers are Herbert; Carly Fiorina, founder and chairman of Carly Fiorina Enterprises; Kathy J. Warden, president and CEO of Northrop Grumman Corp.; Rich Choppa, program director of missile and weapon systems, Defense and Space & Security of Boeing; and Val Hale, executive director of the Governor’s Office of Economic Development. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Details are at utaheconomicsummit.com.

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

**“Innovation Series: Unplug: Finding Work/Life Balance,”** a Utah Technology Council event. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at Eventbrite.com.

### May 17, 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.

### May 17, noon

**Silicon Slopes Live,** a lunch and live recording of the Silicon Slopes podcast featuring Aptive Environmental’s Vess Pearson, CEO, and David Royce, founder and chairman. Location is Silicon Slopes, 2600 W. Executive Parkway, Lehi. Free. Details are at siliconslopes.com.

### May 18, 10 a.m.-noon

**“Strategies for Managing All the Digital Apps and Platforms Important to Small-Business Owners,”** a SCORE event. Location is Marmalade Branch Library, 280 W. 500 N., Salt Lake City. Free.

### May 20, 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.

### May 21, 8:30-10 a.m.

**CFO Alliance,** a Utah Technology Council (UTC) event. Adam Sweet, principal, and Joe

Stoddard, partner, both from Eide Bailly, will discuss “Tax Reform: Impact to Deductions and Credits for Technology Companies.” Location is Eide Bailly, 2901 N. Ashton Blvd., Suite 200, Lehi. Registration can be completed at Eventbrite.com.

### May 21, 9:30-11 a.m.

**“Assertive (vs. Aggressive) Communication for Women,”** a Women’s Business Center of Utah event. Speakers are Merrilee Buckanan and Meagan Nielsen. Location is the Women’s Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at slchamber.com.

### May 21, 10-11:30 a.m.

**“Investing in Human Capital,”** a West Jordan Chamber of Commerce event. Theme is “Everyone Communicates, Few Connect.” Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

### May 21, 11 a.m.-1 p.m.

**Business Women’s Forum 2019: “Mastering the Tools to Close the Gender Wage Gap.”** Speaker is Linda Wardell, general manager of City Creek Center. Location is 50 West Club & Café, 50 W. Broadway (300 S.), Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

### May 21, 11:30 a.m.

**Women in Business,** a Sandy Area Chamber of Commerce event. Speaker is Kristen Cox, executive director of the Governor’s Office of Management and Budget. Location is Hale Centre Theatre, 9900 S. Monroe St., Legacy Room, Sandy. Details are at sandychamber.com.

### May 21, 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.

### May 21, 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.

### May 22, 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.

### May 22, 8 a.m.-1 p.m.

**31st Annual Parsons Behle**

**& Latimer Employment Law Seminar,** designed for corporate counsel, business owners and human resource professionals. Topics are “Flexible Work Arrangements,” “Essential Tips for Avoiding Discrimination Claims,” “Utah OSHA: Accidents, Investigations and Citations,” “Sexual Harassment Investigations,” “Current ADA Developments,” “Employment Basics for Small Businesses and Startups,” “Performance Reviews and Evaluations: Risks and Solutions,” “Considerations for Implementing a Parental Leave Policy” and “Mass Shootings and Employer Liability.” Location is Salt Lake City Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$125. Registration can be completed at Eventbrite.com. Details are at <http://www.parsonsbehle.com/emp-seminar>.

### May 22, 8-9:30 a.m.

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

### May 22, 8-9:30 a.m.

**Legal Breakfast Briefing Series (Utah Offering),** an Employers Council event with the theme “Workplace Violence: What Can Employers Do to Prevent It Without Violating the Law?” Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

### May 22, 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.

### May 23, 8 a.m.-5 p.m.

**Employer Tax Workshop,** sponsored by the Internal Revenue Service, Utah Small Business Development Centers and the Utah State Tax Commission. Location is Salt Lake Community College’s Miller Campus, Corporate Partnership Center, Building 5, Room 101, 9690 S. 300 W., Sandy. Early-bird cost is \$19.95. Details are at <https://clients.utahsbdc.org/events.aspx>.

### May 23, 10 a.m.-noon

**“Government Contracting,”** a U.S. Small Business Administration (SBA) event. Location is Wallace F. Bennett Federal Building, 125 S. State St., Room 2222, Salt Lake City. Free. Details are at <https://utahsbdc.org/>

trainings.

### May 23, 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 Kordell Norton will discuss “Stop Being a Best Kept Secret: How to Channel Your Charisma and Drive Word-of-Mouth Buzz Through the Roof.” Location is Jordan Valley Water Conservancy Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20 for members, \$30 for nonmembers. Registration can be completed at southjordanchamber.org.

### May 23, 5-7 p.m.

**Business After Hours,** a Salt Lake Chamber event. Location is Richer Commons, Westminster College, 1840 S. 1300 E., 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.

### May 24, 7:30-8:30 a.m.

**“Eggs & Issues,”** a Murray Area Chamber of Commerce event. Speaker is Catina Struble of the American Cancer Society. Location is Anna’s Restaurant, 4770 S. 900 E., Salt Lake City. Free unless ordering from the menu. Open to everyone. Details are at murraychamber.org.

### May 24, 9-10 a.m.

**Pitch Clinic,** a West Jordan Chamber of Commerce event for business development professionals to hone their skills in delivering a powerful elevator pitch. Location is West Jordan Chamber office, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

### May 24, noon

**Silicon Slopes Live,** a live recording of a Silicon Slopes podcast featuring Brent Thomson and James Munnerlyn, co-founders of Blip. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

### May 24, noon-1 p.m.

**Women in Business Brown Bag Lunch,** a West Jordan Chamber of Commerce event. Location is Residence Inn, 7558 S. Plaza Center Drive, West Jordan. Free. Details are at westjordanchamber.com.

### May 28, 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.

## Revolutionizing Real Estate!

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

### Why Brandon?

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



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



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

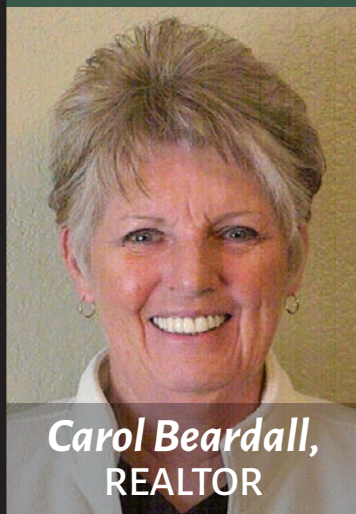
## A Secluded Retreat You Might Just Want to call Home...



List: \$750,000  
MLS# 1542570

### Beautiful log home built in 2001.

Located in Scofield, UT, this secluded cabin retreat is 5490 sq. ft. on three levels. Current owners have invested \$90K in upgrades. Good boating, fishing and miles of ATV fun—all at your doorstep. Year-round access with power and water. Just 45 minutes from Utah County!



**Carol Beardall,**  
REALTOR

### Commercial • Farm • Land Single & Multi-Family Residential

Let me help you find the ideal property! Whether it's a home in the city, a secluded mountain cabin, agricultural acreage, small in-town building lot, or commercial land or building.

CALL ME TODAY!  
**435-851-1654**



[aspenleafrealty@hotmail.com](mailto:aspenleafrealty@hotmail.com)

## CLASSIFIED

### VOLUNTEERS



#### 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.



# FREE BUSINESS CHECKING

- ✓ Unlimited deposits and VISA® debit card transactions
- ✓ No charge for coin and currency deposits
- ✓ 100 ACH debits and checks per month
- ✓ No minimum balance requirement
- ✓ Free Internet Banking

**NICE TRY BANK FEES.  
WE CAN STILL SEE YOU.**



**Switch your business to First Utah Bank for free!**

801.308.2265 | [firstutahbank.com/businesschecking](http://firstutahbank.com/businesschecking)