www.slenterprise.com June 17, 2019 Volume 48, Number 47 \$1.50

OF NOTE



Can you hear me now?

A group of state attorneys general has filed a lawsuit in federal court to block the proposed merger of T-Mobile US Inc. and Sprint Corp. The suit claims that the marriage of the third- and fourth-largest wireless carriers in the nation would drive up prices for cellphone service. The suit — by all Democrats — is led by by Letitia James of New York and Xavier Becerra of California.

Industry News Briefs pages 8-9

Business Calendar page 11

Real Estate page 19



The crowd gathers at the \$1,250-a-plate "An Artist at the Table" event to kick off last year's Sundance Film Festival. The festival 's economic impact on the state of Utah grew to more than \$182 million in 2019.

Sundance economic impact tops \$182 million this year

Brice Wallace

The Enterprise

The Sundance Film Festival's overall economic impact slipped a bit this year but was following a record year in 2018.

Using figures from an economic impact study conducted by Y² Analytics, the nonprofit Sundance Institute said the 2019 festival had an overall economic impact of \$182.5 million on the Utah economy, off from the prior-year total of \$191.6 million but ahead of the 2017 figure of \$151.5 million

The 2019 festival, which took place Jan. 24-Feb. 3, attracted more than 122,000

attendees (down from 124,900 in 2018), generated over \$18.6 million in state and local tax revenue (down from \$19 million), and supported 3,052 jobs (down from 3,323).

For the past five years, the festival has had an overall economic impact of \$681.5 million, with more than \$66.7 million in state and local tax revenue generated and over 11,900 jobs supported, the institute said

"Since its founding, the Sundance Film Festival has become an important part of the cultural and economic fabric of

see SUNDANCEI page 6

Utah Inland Port hires permanent exec. director

The embattled Utah Inland Port Authority has a new boss. The organization's board has announced that Jack C. Hedge has accepted the position as executive director to replace acting director Christopher Connabee, who was appointed by the board in January as interim director. Hedge will assume his new position on June 24.

"Hedge's experience at the Port of Los



Jack Hedge

Angeles will be a valuable asset as we guide the development of the Northwest Quadrant," said Derek Miller, cochair of the Utah Inland Port Authority board. "His knowledge will be insightful as we expand economic opportunity

and international trade while mitigating the impacts to air quality, traffic congestion and recreational habitats for our great state."

Hedge was previously the director of cargo and industrial real estate for the Port of Los Angeles. In this role, Hedge led the development, leasing and asset management functions of the largest container port complex in North America, managing a \$4 billion portfolio and more than \$270 billion in cargo annually. Hedge's roles before that included director of real estate and asset management for the Port of Tacoma, managing director for North American Energy

see INLAND PORT page 18

Vets urged to promote service to help business

Brice Wallace

The Enterprise

A few speakers at a recent gathering focused on veteran-owned businesses had some pointed advice for former military members looking to grow their businesses: Don't be shy.

Finding ways to leverage their military service and call attention to their business being veteran-owned can help them move ahead of competing companies, the audience heard at the fifth annual Utah Veteran Business Conference.

"If I could give you a tip that would create a margin of 70 percent over some of your competitors, would you be interested

in it?" Brian Garrett, chair of the Utah Veteran Owned Business Partnership and senior vice president for military affairs at Zions Bank, asked the crowd.

"It's your service. It's your service. According to the SBA (Small Business Administration), the general public would prefer to do business with a veteran-owned business by a margin of 70 percent over that non-veteran-owned business. And I bring this up because, as we work with veteran-owned businesses, we all struggle. We don't like to tell our service because it's just the humility we all learn in the military. But at the end of the day, you earned it."

He suggested that all veterans take advantage of "opportunities to represent your

service in line with your business."

Justin Arriola, a Navy veteran who co-owns two engineering technology companies, said he eventually discovered that edge.

"Leveraging that veteran connection is huge, and actually it's not something I took advantage of initially," he said. "I didn't really push the veteran aspect of my business. I was a veteran-owned business, but I didn't really push that, and I kind of missed how key that was into opening some doors."

Dealing with clients and others, they



see VETS page 6

Kosovo group learns about renewable energy in Utah

A group of leaders from Kosovo were in Utah last week learning about the state's efforts in the renewable energy sector. Hosted by the Utah Council for Citizen Diplomacy, the group was sent to Utah by the Open World Leadership Center, an agency of the U.S. Congress, and were in the state June 7-15. The delegation consisted of five professionals and were accompanied by a bicultural facilitator and an interpreter.

Prior to their arrival in Utah, the participants completed an orientation in Washington, D.C. Delegates had policy meetings with members of Congress ,including the office of U.S. Congressman Chris Stewart representing Utah's 2nd District.

While in Utah, delegates experienced Utah-based expertise in integrating renewable energy into the mainstream power supply. Delegates met with Salt Lake City Mayor Jackie Biskupski and state elected officials serving on the Public Utilities, Energy and Technology Interim Committee. Additional activities included meetings with Utah's renewable energy leaders such as Rocky Mountain Power, Heal Utah, Utah Clean Energy and Citizen's Climate Lobby.

More than 28,000 current and future leaders from post-Soviet-era countries have participated in the Open World program. Open World offers exchange programs to promote mutually beneficial options for depolarized engagement between future national leaders, according to a news release from the center.

Kosovar leaders in the delegation included Dardan Abazi, researcher and program manager, Kosovo Institute for Development Policy; Kerolinda Blakaj, engineer for market operation, Kosovo energy company KOSTT; Kushtrim Krasniqi, operative national dispatcher, KOSTT; Rina Lluka, senior officer for energy systems, Kosovo Ministry of Economic Development; and Arta Isufi, energy supply and market structure analyst, Kosovo Energy Regulatory Office.

The Utah Council for Citizen Diplomacy works with the U.S. Department of State's International Visitor Leadership Program and other exchange programs to welcome hundreds of emerging leaders from around the world to Utah each year to meet with likeminded professionals, businesses, government agencies and organizations to exchange best practices and create networks while experiencing Utah's culture.

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Toronto firm to build Beaver Co. alunite plant

Toronto-based SOPerior Fertilizer Corp. has announced plans to build an alunite pilot plant facility at the site of an existing copper processing operation near Milford in Beaver County. The proposed pilot operation would produce metallurgical alumina, potassium sulphate fertilizer (SOP) and sulphuric acid by processing alunite ore trucked in from the company's Blawn Mountain alunite deposit located approximately 25 miles southwest of Milford.

The pilot operation would utilize the developed infrastructure at the plant site and some of the existing processing equipment, SOPerior said in a press statement. Subject to closure of financing for the project, the company expects to begin construction later this year with operations anticipated for the third or fourth quarter of 2020.

SOPerior will Although launch the plant as a pilot project, it expects to operation to generate a profit, unlike most pilot programs, the company said. SO-Perior said it has memoranda of understanding and other expressions of interest — both domestic and foreign — for the marketing of the products coming from the plant. The company also sees the potential for on-site utilization of the sulphuric acid production for copper leaching.

"The pilot project is an essen-

tial de-risking step in the development of our immense alunite resources," said SOPerior Fertilizer's CEO, Andrew Squires. "We are using common industry processes to make three valuable products from the alunite. This project will allow us to quickly get online and fine-tune our process operations, build offtake markets and secure the financial backing for the large commercial phases to follow. The proposed location is ideally situated for the pilot and future full-scale development of our alunite interests and will share num[erous economic and operational synergies with the existing copper and precious metals processing operations."

CircusTrix names Fernando Eiroa as CEO

CircusTrix, a Provo-based developer, operator and franchisor of indoor recreation centers, has announced the appointment of Fernando Eiroa as CEO. Eiroa will take over a company that has experienced rapid growth since its founding in 2011, including adding approximately 50 new locations in 2018, bringing to 320 its global locations in 20 countries.

"As the demand for experiential entertainment continues to increase in the U.S. and worldwide, Fernando's level of leisure industry experience and global background makes him a

visibility for those that

can also be set to flash,

through multiple colors,

increase or decrease the

speed and brightness,

and more!

drive by. The system

automatically rotate

to even greater success," said Allen Rodriguez, executive chairman of the CircusTrix board. "We are particularly thrilled to benefit from his expertise in building world-class experiences as CircusTrix continually enhances how our more than 40 million annual visitors enjoy our parks."

Eiroa was CEO of Spain's Parques Reunidos until 2018, having led the company through its IPO in 2016. Parques Reunidos, which generated revenue of more than \$650 million in 2018, is one of the world's leading leisure park operators with more than 60 locations in 14 countries, including 25 locations in the U.S. He previously served for nine years as president and CEO of California-based Palace Entertainment, the largest U.S.-based subsidiary of Parques Reunidos.

"I am excited to join the CircusTrix team and I look forward to leading the company as it con-

unique leader to guide CircusTrix tinues to achieve its strategic objectives in the experiential entertainment industry," Eiroa said. "CircusTrix is the premier new trend in this industry based on fun, physical activity that is directly relatable to social mediaminded Gen Z. After 15 years in the traditional leisure park space, I appreciate the effort and expertise required to build the exciting recreational concept of the future. CircusTrix is a game-changer."

> Eiroa succeeds Case Lawrence, who founded CircusTrix in 2011. Lawrence will remain actively involved in the company as a significant shareholder, advisor and as the board's chairman of the real estate and innovation committees. Lawrence led CircusTrix significant growth and obtained a major investment by an affiliate of Palladium Equity Partners LLC, led the acquisition of Sky Zone and the roll-out of a new franchise brand called DEFY.



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Gross to head RNNetwork

RNNetwork, a Salt Lake City-based travel nurse staffing company, has named Lynne Gross its new president. Gross brings 20 years of healthcare staffing experience to her new role. Since joining RNnetwork in 2011, she has held a variety of leadership positions, including director and vice president, where she worked closely with the company's sales division.

"Lynne has a tremendous passion for our business and our culture," said Alan McIver, group president of RNnetwork. "Over the years, her contributions to RNnetwork's leadership team have helped us become one of the fastest-growing travel nursing companies in our industry."

"RNnetwork is a leader in the industry for a reason," Gross said. "Our people are passionate about our culture and taking care of the thousands of nurses we place across the country each year. I'm excited to continue to work alongside them in growing our business and making RNnetwork a great place to work for

RNnetwork has been in business for 20 years and employs more than 200.

'Yellowstone' returns to Utah for production of its third season

"Yellowstone" has once again parked itself in Utah.

The Paramount Network TV show will shoot much of its third season in Utah, following approval by the Governor's Office of Economic Development (GOED) board of a tax credit incentive of up to \$6.9 million, spread over

three years, for Viacom Inc.

The show, starring Kevin Costner, shot much of its first two seasons in Utah. As was the case for the first two seasons, some production will occur in Montana.

The series is expected to spend \$27.7 million in Utah during production and employ 140 cast, 180 crew and 1,250 extras. Prep work takes place through June 26. Principal photography is scheduled for June 27-Sept. 28 in Salt Lake, Summit, Weber, Wasatch, Utah and Grand counties. Wrap-up continues through Nov. 8.

"Utah has been a fantastic home for our series since 2017,

and we are honored to receive this show of support from the Governor's Office of Economic Development board," said David Glasser of 101 Studios. "The state's continued encouragement of its television community - and the talented local cast and crew that support has cultivated — is one of the many reasons that 'Yellowstone' is fortunate to shoot in Utah."

The series focuses on the Dutton family, led by John Dutton, who controls the largest contiguous ranch in the U.S., which is under constant attack by land developers, a Native American reservation and Yellowstone National Park. Its second season airs starting June 19. The director is Stephen Kay. Producers are John Linson and Barry Berg.

The incentive for "Yellowstone" is one of four approved by the GOED board at its June meeting. The others are:

• Nine Days 5 LLC was approved for a tax credit incentive of up to \$700,000 for the feature drama "Nine Days." It is expected to spend \$2.8 million in Utah and have 25 cast members and 50 in the crew. Principal photography is scheduled for July 29-Aug. 23.

"Nine Days" tells the story of a reclusive man living in a different reality and interviewing candidates for the privilege to be born. It stars Bill Skarsgård ("It," "Allegiant"), Zazie Beetz ("Atlanta," "Deadpool 2") and Winston Duke ("Black Panther," "Avengers: Infinity War"). The writer/ director is Edson Oda, who attended Sundance Institute's 2018 Screenwriters Lab with the project. Producers are Jason Berman, Mette-Marie Kongsved and Laura Tunstall.

• Home Turf Inc. was approved for a cash rebate incentive of up to \$450,000 for "Home

Outpost"), "Home Turf" will tell the story of a hometown girl who leaves her New York attorney job to help save the family farm. "I've been fortunate to have

Turf," a family feature that will

appear on the Hallmark Chan-

nel. The production is expected

to spend \$1.8 million in Utah and

employ 18 cast, 67 crew and 320

extras. Principal shooting takes

place Aug. 27-30 in Salt Lake and

pruem ("Little Women," "The

Directed by Claire Nieder-

Utah counties.

the opportunity to work in many states in the film industry, and Utah stands out for its amazing crews, local cast, locations and business-friendly environment," said David Wulf ("The Night Clerk," "Little Women"), a producer along with Maclain Nelson.

• CP2 LLC was approved for a cash rebate incentive of up to \$80,000 for "Christmas Project 2" a family feature sequel.

Global Trade Center opens at SLCC

The Miller Business Resource Center at Salt Lake Community College announced last week the creation of the SLCC-Utah Small Business Development Center Network Global Trade Center. The center was established to collaborate with the SLCC Global Business Center that was started in 2007 to give Utah small businesses a resource for help in taking their products to a world mar-

According to Jim Herrin, regional director of the Utah Small Business Development Center (SBDC), the marriage of the two programs will enhance the center's education and training services to businesses wishing to develop and export-market. "One of the things that we want to have happen is more businesses find out about global trade," he said.

"Then we can work with them one on one, give them the time they need so they feel comfortable with it."

The SBDC is a program of the U.S. Small Business Administration that is funded by the SBA, the state of Utah and local colleges and universities where the centers are located. Advisors with the SBDC provide help to small-business owners in all areas of business and help to those wishing to start businesses. While just 1 percent of American small businesses export goods, those companies are responsible for one-third of total U.S. global exports, according to an SBA release.

The state Department of Commerce said that Utah exported \$11.6 billion worth of products in 2017, with small businesses accounting for 49 percent of the

total. Utah has 2,917 small businesses that export goods and services, representing 84 percent of all export firms, according to the release.

"In many countries, 'made in the USA' is (considered) a premium product," Herrin said. "So sometimes, (U.S. companies) can charge a premium price."

Herrin also said Utah benefits from outside investors coming into the market. "By getting more global capital to come into Utah, it helps the standard of living for everybody," he said.

International trade supports 1 in 5 Utah jobs over 30 industries, said Miles Hansen, president and CEO of World Trade Center Utah, "International trade is integral to the continued growth of Utah's economy. It creates jobs and makes companies more resilient."

ArbiterSports names Ford president and CEO

ArbiterSports, a Sandybased athletic management software company, has hired Kyle Ford as president and CEO of the company, effective immediately. Ford replaces Jeff Triplette, who has been president and CEO for the past six years and will now transition to the position of executive chair of the company's board and will remain actively involved in company leadership.

"Kyle is a seasoned technology executive who has successfully grown several software companies across a number of different industries," said Lance Fenton, ArbiterSports' chairman of the board and partner at company investor Serent Capital. "Jeff has built an incredible foundation for the company on which Kyle can continue to build. We are thrilled to have Kyle lead ArbiterSports in the next chapter of the company's growth."

"What we have built at ArbiterSports has transformed the athletic management industry over the past six years," said Triplette. "Our software solutions now schedule over 18 million athletic events at the collegiate, high school and youth levels and disburse over \$350 million in payments to sports officials and event workers each year. Kyle has the right skills, background

and personality to build upon our strong foundation and propel the company forward in an aggressive, customer-focused way."

Ford and his family are relocating from the San Francisco Bay Area and making Park City their new home. Prior to joining ArbiterSports, he led several national/global software companies, including Cardinal Mark, Telestream and Interactive Data. Ford began his career as a U.S. Navy officer following graduation from Stanford University with a bachelor's degree in economics. After leaving the Navy, he earned an MBA from the Kellogg School of Management at Northwestern University.

"I've led a number of companies through significant growth phases, and I've witnessed firsthand the transformative benefits of software," said Ford. "I look forward to combining my business experience and deep passion for sports to build on the foundation Jeff and the ArbiterSports team have established and propel the company to even greater success within the athletic management ecosystem."

ArbiterSports develops and markets software that helps school athletic departments and sports leagues simplify the pro-

cess of managing athletic events, assigning officials; paying event workers; and informing athletes, families and fans. The solution delivers unprecedented control and visibility over the entire athletic event process. ArbiterSports products are built on a web-based platform that allows secure access from anywhere and provides seamless integration with the ability to add features.

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Salt Lake to host three years of ASAE's Great Ideas Conference

Salt Lake City has been chosen as the host city for the Great Ideas Conferences of the American Society of Association Executives (ASAE) for three years beginning in 2020. The city hosted ASAE's annual meeting four years

ASAE is an association of meeting industry professionals and industry partners responsible for booking thousands of meetings

and conventions that generate billions of dollars of direct delegate spending in host cities.

The Great Ideas Conference is a flagship event for association professionals who gather from around the globe to connect, learn and collaborate, the association said. The meetings will attract 500 attendees each year at Salt Lake City's Grand America Hotel. ASAE selected Salt Lake in part

due to Visit Salt Lake's reputation as an innovative destination marketing organization, ASAE said in a release.

"We won the bid to host this prestigious conference due in large part of our community's well-earned reputation as an innovative, forward-thinking destination," said Scott Beck, Visit Salt Lake's president and CEO. "Salt Lake epitomizes the Great Ideas Conference's reason for being — a community that connects and collaborates — and welcoming its attendees to our destination over a three-year period will undoubtedly have a significant impact on future business for the Salt Palace Convention Center, hotels and other Salt Lake County businesses."

"The Great Ideas Conference raises the collective capac-

ity for innovation in the association community and associations become stronger, more resilient and have a greater impact on society," said ASAE president and CEO John H. Graham IV. "As an ASAE corporate partner, Visit Salt Lake is a vital force behind the new ASAE Innovation Launchpad held each January, so growing our relationship by collaborating on Great Ideas is a natural next step."

Visit Salt Lake is a private, nonprofit corporation responsible for the promotion of Salt Lake as a destination for convention and leisure travel. In partnership with Salt Lake County, Visit Salt Lake's mission is to improve the area economy by attracting and providing support to conventions, leisure travelers and visi-

Study: Utah ranks 15th in life expentancy

A new study from Senior-Living.org shows Utah is the No. 15 state in America with a life expectancy 79.6 years old. U.S. life expectancy declined nationally for the third consecutive year in 2018. However, the causes differ greatly by state.

In addition to cancer and heart disease — the two biggest causes of death in America — increases in suicide, drug overdoses and liver disease connected to alcoholism have skyrocketed.

Key findings in Utah and nationally:

- **Heart Disease:** Utah ranks No. 33 with 150.2 deaths per 100,000 people. Oklahoma had the most heart-related deaths with 237.2 per 100,000. Minnesota had the fewest with 119.1 per 100,000.
- Cancer: Utah had the fewest with 120.3 per 100,000. Kentucky had the most cancer deaths with 185.7 per 100,000.
- **Suicide:** Utah ranks No. 6 with 22.7 suicides per 100,000 people. Montana had the most suicides with 28.9 per 100,000. New York had the fewest with 8.1 per 100,000.
- **Drug Overdoses:** Utah ranks No. 22 with 22.3 drug overdoses per 100,000 people. West Virginia had the most drug overdoses with 57.8 per 100,000 people. Nebraska had the fewest with 8.1 per 100,000.
- Liver Disease: Utah ranks No. 43 with 8.8 live-related deaths per 100,000. New Mexico had the most liver-related deaths with 26.8 per 100,000 people. Maryland had the fewest with 6.6 per 100,000.



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VETS

from page 1

would notice on headers, emails and businesses cards that his was a veteran-owned business

"And then, all of a sudden, the way you're being dealt with by the clients really changes," he said. "Just being able to leverage your connection to the veterans community is really positive from a business aspect. And, you know, veterans have a lot of respect now that we didn't always have, and I think taking advantage of that is a good idea for your business."

Among other suggestions Arriola had is making full use of resources available to veterans in business. "We really have a tremendous opportunity as vets to have access to tools that traditional small businesses don't," he said.

The conference itself is one of those tools, designed to connect veteran entrepreneurs and business owners with the resources they need to be successful in the marketplace. Keynote presentations, rundowns of available resource programs, business-ownership panels, mentoring sessions and networking were all part of the event, which was presented by the Salt Lake Chamber along with several presenting sponsors, including the Veterans Business Resource Center, Utah Department of Veterans and Military Affairs and Zions Bank.

Gary Harter, executive director of the Utah Department of Veterans and Military Affairs, noted that Utah has a "booming" economy. One reason, he said, is that peo-

ple like the veterans at the conference have a desire to start and run small businesses, to take an idea and develop it, and be able to provide for themselves and their families.

"And I think there's a direct connection to that to the veteran piece, for all who served in the military and who are here today who serve in the military and looking at what they can do to be successful, to provide for themselves, their family, their community, and explore things that they've never done before, potentially," Harter said

The military builds a work ethic that enables a veteran to be part of a team, set a goal and establish up strategies to achieve success, he said. "I think that's what really makes it special," he said, "and why we started this thing, the partners and many others who started this five years ago."

SUNDANCE

from page 1

Utah," said Gov. Gary Herbert. "Utah is a great destination for tourists year-round, but during the festival we really get to engage in the worlds of film and the arts. We appreciate our ongoing partnership with Sundance Institute."

"Each year, the full breadth of the unique benefits provided to the state of Utah and our business community by the Sundance Film Festival become more apparent," said Brad Wilson, speaker of the Utah House of Representatives. "We look forward to many more years of great success through our ongoing collaboration between Sundance Institute and the state."

Attendees came from 48 states. Of the more than 122,000 attendees this year, over 43,500 came from out-of-state, contributing \$170.6 million of the total impact. Twenty-one percent of the out-of-state visitors indicated this was their first visit to Utah and 88 percent of them said they would likely visit Utah again within the next year.

Per-person spending for out-of-state visitors averaged \$3,410 with an average stay of five days. Lodging continued to be the largest expense for them and generated a total of \$69.9 million in attendee spending. The next-largest expenses were in recreation/entertainment, with \$39.9 million, and meals, with \$36.6 million.

This year's festival also attracted more than 1,300 attendees from outside the U.S., coming from at least 35 nations.

"Sundance is often one of the first things international business and government leaders know about Utah," said Miles Hansen, president and CEO of World Trade Center Utah. "Sundance opens doors for Utah far beyond the arts and film by serving as a cultural and economic beacon for Utah that is seen in all cultures and corners of the globe."

"On top of our exciting screenings and live programming, the Sundance Film Festival is proud to bring an increasingly wide and diverse audience from around the globe to Utah each year to support both our artists and our home state," said Betsy Wallace, the Sundance Institute's managing director. "We're grateful for our audiences' dedication, as well as the wide-ranging benefits that they bring, especially in allowing us to showcase the state of Utah to the world."

The festival also has proven to be a publicity machine. Between the announcement of the film schedule in late November 2018 through wrap-up articles in early 2019, the festival generated more than 62,325 stories in print, online and on television in over 60 countries. The festival's publicity value reached an all-time high of \$120.2 million, up \$27 million from 2018. More than 1,175 press members from 29 countries were accredited to attend and cover the festival in-person.

The festival also now has over 2.5 million fans and followers across Facebook, Twitter, Instagram, YouTube and Tumblr. Over 24 million impressions were produced during the festival on Facebook, Instagram and Twitter alone.



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UPS Western Regional Hub Deploys an Impressive 20MW Substation Solution in Record Time

United Parcel Service (UPS) is one of the leading multinational package delivery and supply chain management companies in the world. In July 2018 UPS opened the doors to its new Western Regional Hub near the Salt Lake International Airport. The \$275 million project has generated more than 1,700 permanent jobs helping to stimulate growth and the local economy. The 160-acre site includes a truck maintenance facility, a truck wash building, a retail commerce building, a security port for trucks, as well as employee parking and an employee entrance building. This new facility is now one of the company's largest national packaging centers, positioning Salt Lake to be a top distribution location in the United States.

Layton Construction Company involved Hunt Electric early in the project, deploying seven of eight in-house divisions to execute the project on budget and on schedule. During preconstruction and design, our in-house surveying team was utilized to capture and translate accurate underground as-builds into surveying equipment. This allowed the team to predetermine routes and more efficiently lay conduit during the underground phase, which was critical due to the aggressive project schedule. Looking for other creative ways to save time, Hunt Electric pre-installed all interior and exterior wall conduit

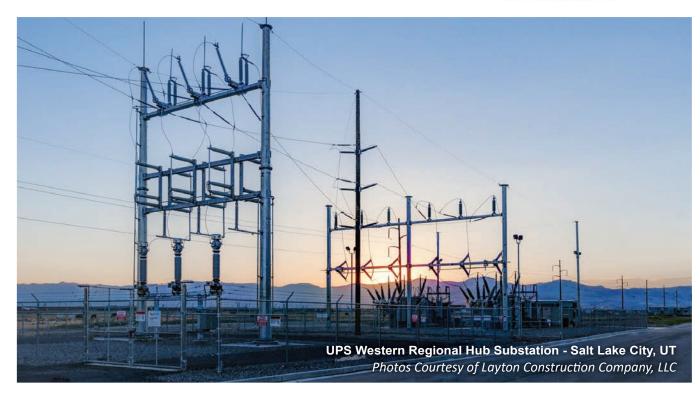
prior to tilt-up, a new concept in this arena which drastically expedited the construction schedule and set the pace for other onsite teams. All pre-bent conduit kits used were produced and assembled by the in-house prefabrication department, allowing for quick installation and cost savings to the client.

Our High Voltage Division designed and installed a substation solution for the project that could be delivered within the aggressive project schedule. Hunt Electric identified a solution provided by Construction Innovations, a company that was able to provide a pre-kitted modular substation solution that minimized weeks of construction time. Due to the large power demand required to run the UPS facility, the project team designed and constructed a 138KV-12.47KV 20 Megawatt substation with (2) 10 MVA transformers to feed the (6) 4000 A interior distribution substations located inside the facility.



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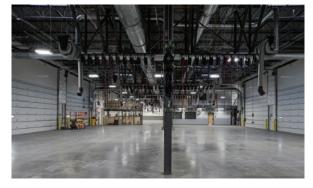
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ASSOCIATIONS

• Jenessa Young has been elected chair of the Pleasant Grove/Lindon Chamber of Commerce board of directors. Her



Janessa Young

duties include oversight of all chamber activities and acting as liaison with city organizations and other area chambers. She has served as a chamber board member

since 2017. Young manages inhouse interior design and space planning efforts for the design department at St. John Properties' Utah region. Her responsibilities include the new 140,000-squarefoot, five-story Office Tower, as well as other rising commercial buildings in the 62-acre development. Her experience includes design work on more than 700,000 square feet of commercial, hospitality, and multi-family buildings. She received a Bachelor of Science degree in family life with an emphasis in interior design from Brigham Young University.

• Ryan Napierski has been selected as chairman of the board of the U.S. Direct Selling **Association**. The appointment is



Ryan Napierski

for one year. Napierski is president of Nu Skin, Provo. He has been serving as treasurer of the DSA board for the past year. He is the second Nu

Skin executive to serve as chairman. Truman Hunt, Nu Skin's former CEO, served in 2014-15.

BANKING

• People's Utah Bancorp, American Fork, has added Natalie Gochnour to its board of direc-



Natalie Gochnour

tors. The election took place at the company's annual hareholdmeeting. Gochnour will serve a threeyear term. She has been on the

Salt Lake County Advisory Board for Bank of American Fork since 2017. Gochnour is an associate dean in the David Eccles School of Business and the director of the Kem C. Gardner Policy Institute

at the University of Utah. She also serves as the chief economist for the Salt Lake Chamber. She has served as an advisor for Govs. Norman H. Bangerter, Michael O. Leavitt and Olene Walker; was the media spokesperson for the governor's office during the 2002 Olympic Winter Game; and was a political appointee in the George W. Bush administration, serving in both the Environmental Protection Agency and the Department of Health and Human Services.

CONSTRUCTION

• Layton Construction has appointed Boone Hellmann to its board of directors. He will offer insights to the company based on his 30 years of experience from the owner's side, where he helped select and administer billions of dollars' worth of construction



projects. Hellmann currently consults for design professionals and contractors through his firm, Hellmann Boone Hellmann Consulting Group.

recently retired from the University of California, San Diego, after almost 30 years of service as the associate vice chancellor for facilities design and construction and the campus architect. During his tenure, Hellmann oversaw the design and construction of approximately 12 million square feet of new space capital improvements valued at more than \$4.5 billion.



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ECONOMIC INDICATORS

• Utah is ranked No. 14 among states with the most complaints per nursing home facility in 2018, based on a study analyzing the quality of nursing homes in the U.S. that was undertaken by The Senior List. The study uses data from a 2019 report from the Centers for Medicare & Medicaid Services. Utah averaged 9.72 deficiencies (complaints) per facility. In comparison, New Hampshire had the fewest, with just 2.59 deficiencies per facility. As a result of the deficiencies, Utah nursing homes paid \$47,322 in penalties, compared to Nevada nursing homes which paid none. Nationally, 15,000 nursing homes had 121,000 deficiencies, or eight per facility, costing them \$34 million.

GOVERNMENT

• Salt Lake City's Department of Economic Development has been recognized as an Accredited **Economic Development** Organization (AEDO) the International Economic Development Council. The accreditation was given to Mayor Jackie Biskupski and department Director Lara Fritts, following remarks by the mayor at the IEDC Economic Future Forum, hosted in Salt Lake City. Of 5,000 members worldwide, only 64 organizations have attained AEDO status from the council. The AEDO program is a peer review process that measures economic development organizations against commonly held standards in the profession. The program consists of two phases: a documentation review and an on-site visit. Salt Lake City's Department of Economic Development was created by Biskupski in 2016 and since then has helped create 9,000 jobs, generate \$900 million in capital investment, and has attracted or retained over two dozen companies in Salt Lake City, according to the city.

INVESTMENTS

• Vivint Solar Inc., a Lehibased residential solar provider, has closed a multi-party forward-flow funding arrangement that includes project-level debt, a levered tax equity partnership, and a cash equity investment. The transaction provides up to \$360 million in total funding commitments. It is structured to generate upfront cash margin for the company for approximately 95 to 100 megawatts of future solar energy systems. The financing incorporates a multi-party forward purchase commitment anchored by a levered tax equity partnership, a financing structure used last year by Vivint Solar for what it says is the first time in the residential solar industry. Bank of America Merrill Lynch acted as sole structuring and placement agent for the cash equity and multi-draw term loan as well as the sole tax equity investor. Hannon Armstrong participated as the structured cash equity investor.

• Dorsey & Whitney has hired Spencer Glende for the firm's Technology Commerce practice group in Salt Lake City as of



Spencer Glende

counsel. He also will work frequently from Dorsey's Palo Alto. California, office. Glende's practice focused on clients in the tech-

nology and life sciences industries. He focuses on technology transactions, helping companies structure and negotiate complex commercial agreements, technology development agreements and strategic transactions. His experience includes collaborations, joint ventures and OEM agreements for life sciences, medical devices and technology companies. Glende also advises on the intellectual property concerns that arise during significant mergers, acquisitions, technology transfers and corporate transactions. Glende previously was a senior attorney with Fenwick & West in California. His education includes a B.A. in mathematics and a B.A. in Russian from the University of Utah.

PHILANTHROPY

• Windermere Real Estate Utah recently hosted its annual Community Service Day event in which 200 Windermere Realtors participated in the construction and installation of a new playground commercial-grade swing set, gazebo/pergola and other remodeling projects at 177 Price St., South Salt Lake. Windermere also presented Shelter Kids with a \$15,000 check made possible by local Windermere real estate agents. Shelter Kids provides emergency residential placement for youth who are taken into state custody for alleged abuse and neglect. Every time a Windermere agent sells a home, a portion of the commission goes

to the Windermere Foundation, a nonprofit organization established in 1989. Each year, contributions from Windermere agents, combined with donations from Windermere employees and community members, have allowed the Windermere Foundation to support nonprofit agencies dedicated to helping low-income and homeless families.

- Dominion Energy Charitable Foundation has donated \$7,500 to Needs Beyond Medicine that will be allocated to the organization's relief program, which assists cancer patients in covering non-medical-related, essential living costs while undergoing treatment in the state of Utah. The assistance can be used for living expenses such as rent, utilities, groceries and transporta-
- Nu Skin, Provo, has announced it is celebrating its 35th anniversary with humanitarian efforts in more than 20 countries. As part of the company's annual Force for Good Day, sales leaders, employees and their families are participating in service projects focused on benefiting the lives of thousands of children. Those projects support the Nu Skin Force for Good Foundation's mission to improve children's health, education and economic circumstances. This year at Nu Skin's global headquarters, employees and their families are providing service in the local community at libraries, schools, parks, recycling centers and nonprofit organizations. Employees will paint, clean up and beautify the community as they perform meaningful service.

REAL ESTATE

• The Big Sky Conference has leased space in the new Farmington Tech Center, 286 S. 200 W., Farmington, that will be the corporate headquarters for the collegiate athletic conference. The

see BRIEFS next page



Industry Briefs

from previous page

conference's prior headquarters was Ogden, which is home to conference member Weber State University. The 33,000-squarefoot Farmington Tech Center building was built in 2018. The conference cited a need for space to expand, along with proximity to the airport to accommodate the travel schedules of university athletic directors and commissioners. The lease announcement was made by Newmark Grubb ACRES, whose executive vice president, Chris Falk, and Braxton Willie represented the landlord, Stay FTC LLC, alongside Ryan Flint and Rand Sargent with Colliers International in the transaction. Melissa McIntyre with CBRE represented the ten-

· Groundbreaking ceremonies recently took place for the Harvest at Marmalade mixed-use project in the West Capitol Hill neighborhood, a designated project area of the Redevelopment Agency of Salt Lake City. The Harvest project features three mixed-use buildings that will include 252 rental units, 12 two-bedroom live/work units, and two 2,400-squarefoot ground-floor commercial spaces. The buildings will be located on the northwest section of the RDA's Marmalade Block development, which is 3.2 acres on the western third of the city block bounded by 500 North, 600 North, 200 West and 300 West. Harvest is the third piece of the four-part Marmalade Block Development. The first, the Marmalade Branch of the Salt Lake City Public Library, was completed in 2016. The second, the Grove at Marmalade Townhomes, was completed in fall 2018. The fourth component, an inner-block public plaza featuring green space and public art, will be constructed following Harvest's completion.



RECOGNITIONS

The Association of American Cancer Institute has announced that the Jon M. and Karen Huntsman family will receive its 2019 Champion for Cures Award in recognition of "their significant leadership in supporting efforts to cure cancer and in inspiring others to do the same." The family's first major gift to cancer research came in 1993 at \$10 million, followed by a \$100 million gift in 1995 that formally established and named the Huntsman Cancer Institute (HCI) at the University of Utah. Jon M. Huntsman went on to found Huntsman Cancer Foundation (HCF) to engage a community of donors in investing in cancer research. Peter R. Huntsman serves as chairman and CEO of the foundation. The Huntsman family and foundation have made many substantial

contributions to cancer research and care at HCI, including a commitment of \$120 million by HCF in 2017, and a \$30 million gift from the Huntsman Foundation alongside more than \$42 million raised by HCF from other donors to support a hospital expansion at

• Four people were presented with Utah's 2019 Energy Pioneers honors during the recent Governor's Energy Summit in Salt Lake City. They were recognized for "their trailblazing leadership and dedication in building Utah's thriving energy and minerals economy." Recipients are A. Scott Anderson, president





Sarah Wright Scott Anderson





Ralph Okerlund

and CEO, Zions Bank; Sarah Wright, executive director and founder, Utah Clean Energy; Kevin T. Van Tassell, a former Utah state senator; and **Utah Sen.** Ralph Okerlund, R-Monroe.

• SecurityMetrics, an Orembased, privately held company focusing on data security and compliance, has won a 2019 **Fortress Cyber Security Award** in the Compliance category from the Business Intelligence Group. The awards program identifies and rewards the world's leading companies and products that are working to keep data and electronic assets safe among a growing threat from hackers. SecurityMetrics won "Best Product" for its Payment Card Industry Data Security Standard (PCI DSS) assessments, which are on-site assessments performed by certified QSAs to help businesses meet PCI DSS compliance deadlines and avoid card data compromise. The assessments typically last three to six months and qualifying businesses must demonstrate compliance with all PCI DSS requirements annually.

• Purple Innovation Inc., an Alpine-based comfort products manufacturer, has received several recognitions through industry awards and attaining lists. They include 2018 Best in Biz Award (New Purple Mattress, winner of Best New Version of the Year -

Consumer; 2018 Digiday Social Campaign Award (The Purple Boys, Best Creative - Finalist); 2019 American Business Awards (The Purple Boys, Online Marketing Campaign of the Year - Gold Winner); 2019 BIG Innovation Award: (New Purple Mattress, Winner); 2019 Edison Awards (New Purple Mattress, Silver finalist); 2019 Men's Health Sleep Awards (Purple Pillow, Winner); 2019 Indigo Awards (Purple Native 360 Ads by Verizon Media Group, Gold in Innovative Use of Mobile Technology 2019 and Silver in Mobile Ads 2019); and Good Housekeeping.com Best Mattresses to Buy Online in **2019** (Original Purple Mattress).

RESTAURANTS

• Chedda Burger will open June 18 at 190 S. 400 W. at The Gateway in Salt Lake City. Formerly located on 600 South, the new downtown location joins Foothill and Lehi locations and will feature a menu from chef Nick Watts, who founded the Chedda Truck in 2012.

RURAL UTAH

• Sunwarrior, a Washingtonbased company focused on plantbased protein and superfood, has announced it has brought the majority of its manufacturing and fulfillment in-house. The company said bringing the services in-house will allow it to expedite product launch initiatives, guarantee faster shipping speeds, and provide enhanced quality control.

<u>SCHOLARSHIPS</u>

 Five high school seniors recently were announced as recipients of the Utah Energy Workforce Scholarship, a partnership between the Governor's Office of Energy Development and Chevron and presented to high school seniors who intend to pursue a science-, technology-, engineering- or mathematics-related course of study at a public or private institution of high learning in Utah. The 2019 recipients are Ameilya Monson, Bonneville High School; Preston Tyler, Stansbury High School; Abigail Mae Hardy, Alta High School; Madison McCandless, Emery High School; and Nathan Gerber, Skyridge High School. The recipients were announced at the Governor's Energy Summit in Salt Lake City.

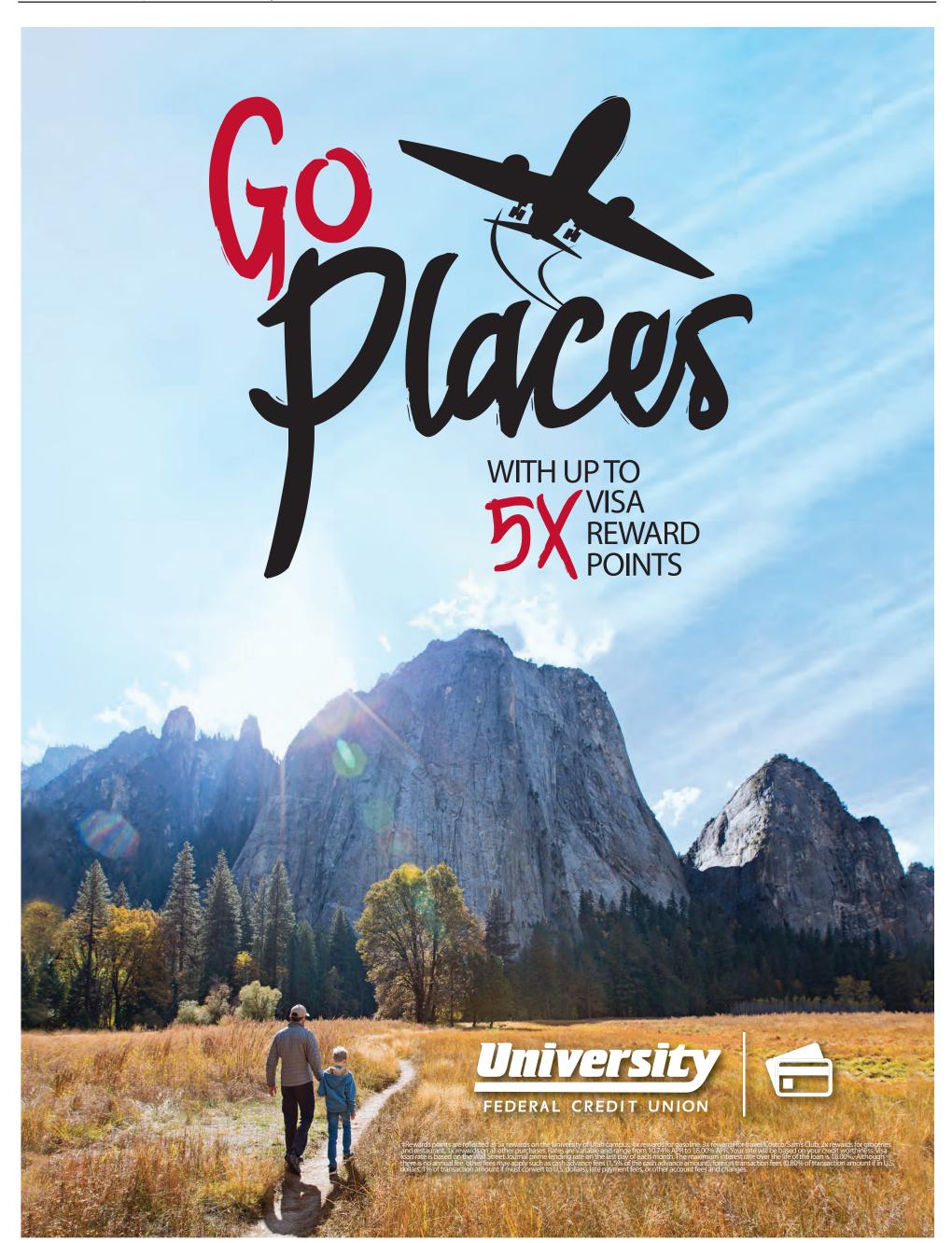
• The "What Drives You?" scholarship program funded by Utah Jiffy Lube owners has awarded \$19,000 in scholarship money to six Utah high school students for the 2018-2019 school year. Emily Langie of Hillcrest High School is the overall scholarship recipient in the Teen Driver category and will receive a \$6,500 scholarship award. Matthew Juarez of Ogden High School and Natasha Vanfleet of East High School will be awarded \$1,500 as finalists in the Teen Driver category, which includes all high school students of driving age. In the Driver's Ed student category, Nayra Green of West High School is the overall scholarship recipient and will receive a \$6,500 scholarship award. Makayla Rands of Dixie High School and Jack Miller of Bountiful High School will be awarded \$1,500 as finalists in the Driver's Ed category. Since 2004, Jiffy Lube has awarded more than \$192,000 in scholarships to 88 Utah high school students.

SPORTS

• SnoFolio, located in Salt Lake City and Vancouver, British Columbia, has announced a partnership with the U.S. Collegiate Ski and Snowboard Association, making its snow sport performance technology available to more athletes. SnoFolio will have a presence at association-sanctioned events, including the 2020 national championships.







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

June 17, 6:30 a.m.-2 p.m.

Annual Golf Tournament, a Davis Chamber of Commerce event. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Sponsorships are available. Details are at davischamberofcommerce.com.

June 17, 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 Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Details are at west-jordanchamber.com.

June 18, 7:30 a.m.-1 p.m. ACC 13th Annual Chief

Legal Officer Roundtable, an Association of Corporate Counsel Mountain West Chapter event presented by Parsons Behle & Latimer. Location is Parsons Behle & Latimer, 201 S. Main St., Suite 1800, Salt Lake City. Free for members, \$100 for nonmembers. Registration can be completed at Eventbrite.com.

June 18, 8:30-10 a.m.

"Women in Business: Golf Tips," a Sandy Area Chamber of Commerce event with the Utah Women's Networking Group and featuring a brief golf lesson, breakfast and driving range practice. Location is River Oaks Golf Course, 9300 Riverside Drive, Sandy. Registration can be completed at Eventbrite.com.

June 18, 10-11:30 a.m.

"Investing in Human Capital," a West Jordan Chamber of Commerce event. Theme is "The Transformation Challenge: The Six Steps to Planning and Execution." Location is Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for members, \$10 for nonmembers. Details are at westjordanchamber. com.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

June 18, noon

"The State of Silicon

Slopes," a Silicon Slopes event. Speakers are Clint Betts, executive director and editor-in-chief of Silicon Slopes and Beehive Startups; and Elizabeth Converse, director of operations for the Utah Technology Council. Location is Pluralsight East Headquarters, 172 N. East Promontory, Suite 300, Farmington. Free. Details are at siliconslopes.com.

June 18, 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 south-jordanchamber.org.

June 19, 6-9 p.m.

"Search, Social and Attribution," a Utah DMC (Digital Marketing Collective) event. Presenters are Simon Poulton, vice president of digital intelligence at Wpromote, discussing "Democratizing Attribution: Understanding the Incremental Impact of Your Digital Marketing"; and Mark Irvine discussing "Search and Social: Three Tricks to Make Your Advertising Work Better Together." Location is Adobe, 3900 Adobe Way, Lehi. Free for members, \$20 for nonmembers. Registration can be completed at Eventbrite.com.

<u>June 19, 8-10 a.m.</u>

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is Urban Arts Gallery, 116 S. Rio Grande St. (The Gateway), Salt Lake City. Free. Details are at murraychamber.org.

June 19, 8 a.m.-4 p.m.

"The Successful Supervisor: Critical Skills for Effectiveness," an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$225. Details are at employerscouncil. org.

June 19, 9 a.m.-3 p.m.

"Boots to Business," a U.S. Small Business Administration event that is a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public- and privatesector resources. Location is 5837 D Ave., Building 150, Airmen & Family Readiness Center, Hill Air Force Base. Free. Registration is required. Details are at https:// www.sba.gov/tools/events.

Calendar

June 19, 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.

June 19, 3:30-5 p.m.

Business Connections, a ChamberWest event featuring relationship-building, business connections, opportunities to present your business and two 10-minute presentations. Location is Hampton Inn & Suites by Hilton, 3923 W. Center Park Lane, West Jordan. Free for members, \$5 for nonmembers. Details are at (801) 977-8755 or chamber@chamberwest.com.

June 20, 7:30-9 a.m.

"Utah Mega Sites: Shovel-Ready Sites to Reduce Developer Risk," presented by ULI (Urban Land Institute) Utah and NAIOP and focusing on the mega site program of the Economic Development Corporation of Utah. Location is 1255 S. 3600 W., Salt Lake City. Free for ULI members, \$75 for nonmembers. Details are at https://utah.uli.org/event/.

June 20, 7:45 a.m.-5 p.m.

Fourth Annual Disaster and Emergency Preparedness Symposium, designed to provide a forum for the exchange of information and ideas related to all aspects of disaster and emergency preparedness, management and response and is for all members of the private and public sectors. Location is Ecker Hill Middle School, 2465 Kilby Road, Park City. Cost is \$59 before June 13, \$79 thereafter. Details are at https://ce.rmcoeh.utah. edu/wconnect/ace/CourseStatus. awp?&course=19DEPS062019.

June 20, 8-10 a.m.

"Harassment Prevention
Training For Employees,"
an Employers Council event in
Spanish. Location is Employers
Council, Utah office, 175 W. 200
S., Suite 2005, Salt Lake City.
Cost is \$99. Details are at employerscouncil.org.

June 20, 11:30 a.m.-1 p.m.

Summer Social and Networking Meeting, a Davis Chamber of Commerce event. Location is Megaplex Theatres at Legacy Crossing, 1075 W. Legacy

Crossing Blvd., Centerville. Cost is \$20 for members, \$25 for guests. Details are at davischamberofcommerce.com.

June 20, 11:30 a.m.-1 p.m.

WBN Luncheon, a Utah Valley Chamber event. Speaker Leyah Valgardson, founder of Leader's Voice and women's executive leadership coach, will discuss leadership elements. Location is Hyatt Place, 180 W. 100 N., Provo. Cost is \$25 for chamber members, \$30 for nonmembers. Details are at thechamber.org.

June 20, 11:30 a.m.-1 p.m.

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

June 20, 11:30 a.m.-1 p.m.

Lunch & Learn, a Murray Area Chamber of Commerce event. Speaker is from Life Vessel of 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.

June 21, 7:30-8:30 a.m.

"Eggs & Issues," a Murray Area Chamber of Commerce event. Speaker is Jennifer Kennedy of the Murray City Recorder's Office. 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.

June 21, 8-10 a.m.

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

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

"Bagels & Business," a Salt Lake Community College event. Speaker Hossein Dadkhah, founder and COO of consulting firm Data-Driven CIOs, will discuss "Will Your Company Survive a Cyber Attack?" Location is Salt Lake Community College's Miller Campus, 9690 S. 300 W., third floor, Corporate Partnership Center, Building 5, Sandy. Details are at https://events.r20.constant-contact.com/register/eventReg?oe idk=a07egcqbz3t170d07fc&oseq =&c=&ch=.

June 21, noon-1 p.m.

Silicon Slopes Town Hall featuring Eric Sharp, chief technology officer and co-founder, and Kat Kennedy, chief product officer and founding team member, both from Degreed. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

June 24, 7 a.m.-2 p.m.

Classic Golf Tournament 2019, a Salt Lake Chamber event. Registration and breakfast begin at 7 a.m., followed by 8 a.m. shotgun start. Location is Salt Lake Country Club, 2400 Country Club Drive, Salt Lake City. Cost is \$400. Sponsorships are available. Details are at slchamber.com.

June 24

Slopes Cup '19, a Silicon Slopes golf tournament supporting the local startup and tech community of Utah. Check-in starts at 8 a.m., followed by the tournament 9 a.m.-1:30 p.m. Location is Alpine Country Club, 5000 W. Alpine Country Club Lane, Highland. Sponsorships are available. Details are at https://www.slopescup.com/.

June 25, 8 a.m.-noon

"Advanced I-9 Practice," 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.

June 25, 11 a.m.-12:30 p.m.

Free Business Coaching, a ChamberWest event. Greg Cassat of Zions Bank will offer answers and guidance as a service through the Business Resource Center. Location is ChamberWest, 3540 S. 4000 W., Suite 240, West Valley City. Free. Details are at chamberwest.com.

June 25, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Cost is \$20 for WIB members and youths, \$30 for non-WIB members. Details are at ogdenweber-chamber.com.

June 25, noon-1 p.m.

Business Economic Outlook 2019, an FCBU Business Seminar Series event sponsored by First Community Bank and Layton City. Speaker is Doris Geide-Stevenson, professor of economics at Weber State University. Location is First Community

see CALENDAR page 13

Succeeding in Your Business

31 questions to ask when you're buying a franchise

"My wife and I are thinking about a franchise. We've met with the franchise executives at their 'Discovery Day,' and they seem like nice people.

"They're encouraging us to talk to some of their franchisees to understand exactly what goes on in the franchised business, but I confess I don't know what sorts of questions to ask. We've never owned a business before.

"What information do I need to get from these franchisees so I can decide wheth-

er or not this franchise is worth buying?"

A franchise company (called the franchisor) is required by law to give you a franchise disclosure document (FDD) before you buy a franchise territory. The FDD contains two sections that are especially helpful in finding out how the current franchisees are doing.

Item 19 of the FDD contains performance statistics for the franchise's current franchisees, but there are two problems with Item 19. First, the Federal Trade Commission (which regu-

lates franchises) does not require franchisors to fill out Item 19, so many don't. Second, franchisors have a lot of leeway to present their statistics any way they like, so many franchisors omit infor-

> mation about their new franchisees (less than two years in business) — precisely the people you want to know about.

The more helpful part of the FDD appears at the very

end of the document: a list of all current and former franchisees with telephone numbers so you can reach out to them and ask them about your experience. You should take advantage of that. In fact, you should speak to at least 10 of them (including all who are close to your proposed franchise territory), and don't be afraid to ask the same questions over and over again. In my experience, it's often the ninth or 10th person who will tell you a slightly different story than the others will.

Here are some of the ques-

tions I recommend my clients ask current franchisees:

- 1. How long did it take you to start the business and land your first customer?
- 2. How useful was the franchisor's training program?
- 3. Did you need additional training once you opened your doors and started dealing with customers?
- 4. How long did it take to find a suitable location for the business and negotiate a lease with the landlord (for brick-and-mortar franchises)?
- 5. Were you able to find quality employees who were willing to work within your budget?
- 6. Which marketing methods recommended by the franchise worked best for you?
- 7. Were there any marketing methods recommended by the franchisor that didn't work for you?
- 8. What was your actual budget for local marketing and advertising?
- 9. How much time each week do you spend purely on marketing activities?

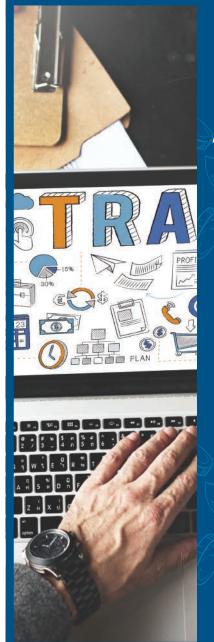
- 10. Is the franchisor's pricing of its products and services competitive in your territory?
- 11. Does the franchisor allow you to adjust your prices if necessary?
- 12. Did you receive any benefit from the franchisor's national marketing fund?
- 13. If so, what support did you get from the fund?
- 14. Were you able to deal with the competition?
- 15. Was the startup budget detailed in Item 7 of the FDD (summary of expenses) accurate?
- 16. Did you incur any significant costs that were not listed in Item 7 of the FDD?
- 17. How long did it take you to break even and start earning a profit?
- 18. Is the franchisor's management team responsive when you need them?
- 19. Are you getting the support you need from the franchisor's authorized vendors?
- 20. Has the franchise model changed since you purchased your territory?
 - 21. If so, how much did it cost

- to upgrade your business to the franchisor's new requirements?
- 22. What was your biggest challenge in starting the franchised business?
- 23. What was the biggest surprise (positive or negative) you had during your first year in business?
- 24. Are you happy with the amount of time you are spending running the business?
- 25. If you had to do it all over again, would you buy this franchise?

Here are some questions for former franchisees:

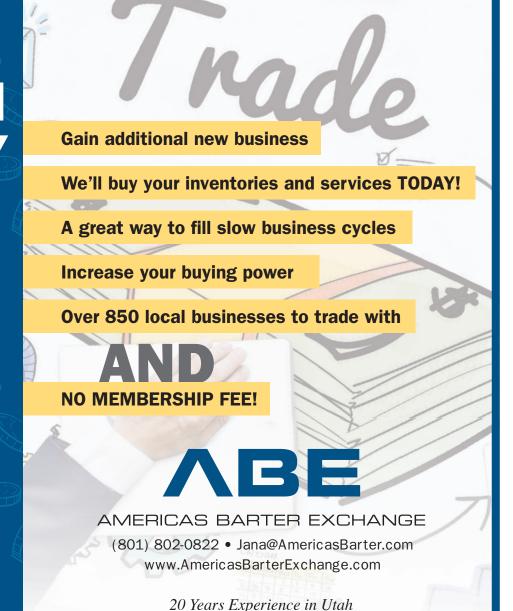
- 1. Why did you leave the franchise?
- 2. How difficult was it to find a buyer for your franchise territory?
- 3. Did the franchise assist you in finding a buyer?
- 4. (If the franchisee sold his franchise to a successor franchisee): Did you make or lose money on the sale?

see ENNICO next page



PAY ATTENTION OR PAY CASH

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



from page 11

Bank Main Branch, 12 S. Main, Layton. Free. Registration deadline is June 21. Registration can be completed at (801) 813-1729 or brady@fnbutah.com.

June 25, 5:30-7:30 p.m.

BioBreak, a networking event for biotech, pharma, medtech, diagnostic and venture capital executives. Location to be provided upon registration. RSVP deadline is June 24. Free membership in the national BioBreak organization is required to attend. Application is available at http://biobreak.org.

June 27, 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.

June 26, 7 a.m.-3 p.m.

Annual ChamberWest Golf Classic, a ChamberWest event for members only. Breakfast is at 7 a.m., followed by shotgun start at 8 a.m. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Cost is \$225 per twosome, \$450 per foursome. Sponsorships are available. Details are at www.chamberwest. com.

June 26, 7:30-8:30 a.m.

"Coffee Connection," a Holladay Chamber of Commerce event. Location is 3 Cups, 4670 S. Holladay Village Plaza, No. 104, Holladay. Details are at holladaychamber.com.

June 26, noon-1 p.m.

"Walkable Wednesday," a ULI (Urban Land Institute) Utah event. Speaker Mike Winder, economic development director for Millcreek, will provide an overview of the Millcreek City Center, the highest concentration of development in the area. Event includes a tour of Brick Lofts, a 1985 office building converted into loft-style apartments. Location is Brick Lofts Millcreek, 1375 E. Miller Ave., Salt Lake City. Free for ULI members, \$15 for nonmembers. Details are at https://utah.uli.org/events/.

June 26, 3-6 p.m.

Utah Deal Forum, a VentureCapital.org live-pitch event featuring entrepreneurs seeking capital for their ventures. Location is Kiln Lehi, 2701 N. Thanksgiving Way, Suite 100, Lehi. Registration can be completed at Eventbrite.com.

June 27, 11:30 a.m.-1 p.m.

Monthly Lunch Meeting, a Murray Area Chamber of Commerce event. Location is Brio Tuscan Grille, Fashion Place Mall, 6223 S. State St., Murray. Cost is \$25 for members, \$35 for guests or after June 25. Details are at murraychamber.org.

June 27, 11:45 a.m.-1:15 p.m.

"Lunch with the Mayor," a South Salt Lake Chamber of Commerce Women in Business event featuring Mayor Cheri Wood. Location is Ramada Inn, 2455 S. State St., South Salt Lake. Cost is \$20. Details are at sslchamber.com.

June 28, 7 a.m.-3 p.m.

Murray Chamber Children's Charity Golf Classic, a Murray Area Chamber of Commerce event. Check-in and breakfast begin at 7 a.m. Shotgun start is at 8 a.m. Location is Murray Parkway Golf Course, 6345 S. Murray Parkway Blvd., Murray. Cost is \$99, \$375 per foursome. Sponsorships are available. Details are at murraychamber.org.

June 28, 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 Mountain America Credit Union, 3065 W.

ENNICO

from previous page

5. (If the franchisee left the franchise system without selling to a successor): Did the franchisor make it easy for you to leave the system?

6. Did the franchisor charge any sort of early termination fee for leaving the franchise?

Keep in mind that both current and former franchisees have signed a non-disparagement agreement with the franchisor that will prevent them from being too candid about their experience. However, by listening closely to their responses and paying attention to not just what they're saying but how they're saying it (Do they sound enthusiastic, energetic and gung-ho? Or are they nervous or matter-of-fact in their responses?), you should be able to figure out if they are sincerely happy with their franchise experience or are merely toeing the party line in order to avoid a lawsuit.

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

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5400 S., Taylorsville. Free for chamber members, \$10 for non-members. Details are at westjordanchamber.com.

June 28, 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 west-jordanchamber.com.

July 2, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deserte Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

<u>Ju</u>ly 5, 8-10 a.m.

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

July 5, 8:30-11:30 a.m.

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

July 9, 10-11:30 a.m.

"How to Become a Leader People Will Follow," a West Jordan Chamber of Commerce event. Location is Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

July 10, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce networking event. Location is Ogden Pioneer Days Stadium, 668 17th St., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

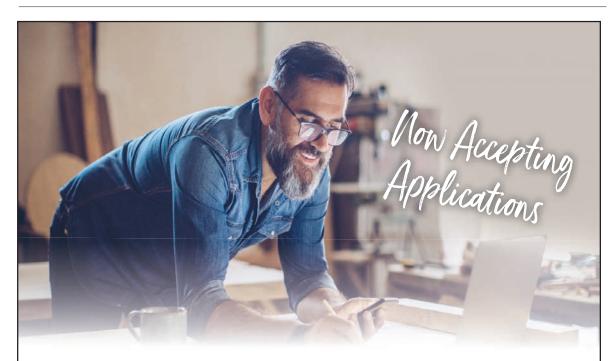
July 11, 8-11:30 a.m.

"Diversity, Inclusion and Unconscious Bias," 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 employer-scouncil.org.

July 11, 6:30-8:30 p.m.

"How to Read Financial Statements and Metrics," a

see CALENDAR page 15



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

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Opinion

Historic numbers betray those who advocate for Export-Import Bank

It's amazing what can be done to a cause in a mere four years. Back in 2015, there was widespread agreement in Congress that the Export-Import Bank — the U.S. government's export credit agen-

cy — was nothing but a crony bank, mostly serving the greedy interests of Boeing and other large companies. As a result, Congress let the bank's charter expire. It was reauthorized a few months later but in a muchdiminished form, operating at 15 percent capacity.

Fast-forward to 2019. Today, Ex-Im Bank's full lending abili-

ties are restored, and it's celebrated by some as a necessary source of job creation and economic growth. This change was particularly visible during a hearing this week before the House Committee on Financial Services called, "Promoting American Jobs: Reauthorization of the U.S Export-Import Bank."

Anyone who attended the hearing or tuned in to the livestream got an earful from special interests whose organizations benefit from the bank's backing of foreign and domestic loans. We Americans were assured that these subsidies are essential, not only to the health of U.S. exports and

American small businesses but are also a veritable boon to our very economy.

There wasn't much pushback on assertions made by members of the committee and witnesses that Ex-Im is a lender of

last resort — that without it, small businesses have trouble exporting, or that it's an essential tool to fight China's state capitalism. The event was a true bipartisan love fest. Ironically, this committee is the same one that led the charge against Ex-Im back in 2014 and 2015. Under the leadership of then-Chairman Jeb Hensarling (R-Texas), every aspect of the

bank's activities was scrutinized, which ultimately led to Ex-Im's (temporary) demise.

But to hear it now, the Ex-Im Bank is all about small businesses and prosperity. A thorny problem for those supporting Ex-Im's revival is that we now have nearly a half-decade's worth of data on what happened to U.S. exports, economic growth, jobs and beneficiaries while the institution was mostly dormant between 2015 and 2019. During that time, the bank didn't have enough board members to authorize deals above \$10 million and, as a result, its activities dropped from \$21 billion in 2014

(the last year the bank functioned at full capacity) to \$3.6 billion in 2018.

That data show that, contrary to the House committee's fantasy, a fully functioning Ex-Im isn't all about small businesses. Back in 2014, 65 percent of the bank''s activities benefited 10 giant companies. Boeing alone got 40 percent of Ex-Im's largesse. On the foreign side, the bank's clients belong to a who's who list of large, wealthy, successful and often state-owned companies. Indeed, in 2014, about 30 percent of the bank's activities or \$5.9 billion — went to 10 state-owned foreign companies. The unconditional winners of American subsidies to foreign-government-owned companies were Air China (top recipient in 2014) and Mexico's oil and gas giant, Pemex (top recipient from 2007 through 2013).

Most of this profligacy ended between 2015 and 2018. During that time, the share of funding that benefited large firms dropped by 93 percent. The share of activities showered on the top 10 state-owned companies collapsed to 0.5 percent or only \$16.6 million. China went from being the No. 1 destination of Ex-Im deals in 2014 — with 11 percent of its activities or \$2.3 billion — to receiving \$34.2 million (1 percent of Ex-Im financing) in 2018. In

effect, the U.S. government stopped most of its subsidizing of Chinese companies. Also, the share of Ex-Im activities going to small businesses went up from 25 percent in 2014 to 66 percent in 2018.

Better yet, once Ex-Im stopped extending giant deals to giant companies, American taxpayers' liability fell from \$112 billion in 2014 to \$72.5 billion in 2018. U.S. exports continued to grow without being impacted whatsoever by Ex-Im limitations, and many beneficiaries of the bank had their best year ever in 2018, demonstrating that none of these subsidies are necessary for their success.

You'd think the committee would celebrate these developments. Yet, they didn't. Instead, they celebrated Ex-Im being restored to its full potential, pretended it exists for the sake of small businesses and insisted that its charter be reauthorized again on Sept. 30. It was the perfect display of Congress picking winners and losers, ignoring the facts and continuing to grow the size and scope of government.

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

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Is Trump's tough Mexican stand hurting progress made since '90s?

Whatever the ultimate outcome of Donald Trump's conflict with Mexico, one consequence is already clear. He has undermined one of the most impressive American foreign policy achievements of the last three decades. Mexico used to be a

reflexively anti-American country, radical and resentful toward its powerful neighbor to the north. But starting in the 1990s, through the careful efforts of leaders on both sides of the border, that changed. Until Donald Trump came along.

For much of its modern history, Mexico almost defined itself in opposition to the United

States. It saw itself as a developing country that was oppressed by its high-handed, imperialist neighbor. And this image did have some basis in reality. From the Mexican perspective, America's relations with it were characterized by exploitation and annexation. After a failed attempt to purchase what is now California, Arizona, New Mexico and other western states, Pres. James Polk invaded Mexico and essentially seized this territory. In 1853, the U.S. acquired even more Mexican land in the Gadsden Purchase. In total, the U.S. got roughly half of Mexico's land.

After that, and well into the 20th century, Washington's approach toward Mexico was usually aimed at protecting the interests of large American corporations, especially its oil companies that had tried to operate in Mexico with minimal interference from local authorities. All this bred a political climate of defiance and resistance

toward Washington that made cross-border cooperation difficult on almost any issue. As Shannon O'Neil observes, Mexico was one of the few countries that rejected American assistance through John F. Kennedy's Alliance for Progress program.

Things turned in the 1990s. The Cold War ended and the idea of a socialist country became less threatening to America. Mexico went through a series of economic crises in the 1980s and 1990s and desperately needed help. It began opening up its economy and political system. American firms were doing more business in Mexico and wanted a

stable trading partner. Washington began to recognize that the best solution to all the problems across the border — immigration, drugs, violence — was a prosperous, democratic Mexico.

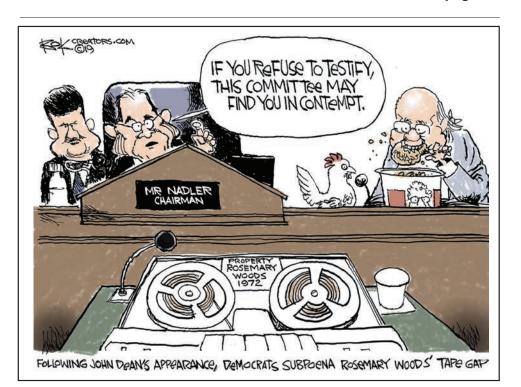
Relations between Mexico and the United States soon transformed. The old anti-Americanism faded into oblivion. The two countries stepped up cooperation on almost all relevant issues, signing the North American Free Trade Agreement and working together on everything from water management to immigration to drugs. Consider that the Mexican government allowed the United States to take custody of its most wanted criminal, Joaquín "El Chapo" Guzmán, and try him in a court in Brooklyn. Despite all the scorn that Donald Trump has heaped on Mexico, its most radical and left-wing president in a generation, Andrés Manuel López Obrador, has responded like a grown-up, saying, "The Mexican government is a friend of the U.S. government."

AMLO, as the Mexican president is known, is himself Mexico's response to Donald Trump. It is difficult to tie his election entirely to Trump's anti-Mexican rhetoric, but note that his party won only 8.4 percent of the vote in 2015 and that he was polling at around just 25 percent in 2016 after Trump became the Republican presidential nominee. As Trump's Mexico-bashing persisted into his own presidency, AMLO labeled him a "neofascist" and even published a book titled *Listen*, *Trump*. Last July, AMLO won a staggering

53 percent of the presidential vote and his party won 37.5 percent of the legislative vote, double the showing of the nexthighest-performing party. Mexico now has a radical socialist at its helm in no small measure thanks to the nasty and derisive rhetoric of Donald Trump.

But even AMLO recognizes that, as Mexico's president, he has to make nice with Washington. The relationship is lopsided, as it has always been. But the country feels freshly humiliated, and the reformers are in retreat. As a former

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SCORE event. Location is Sandy City Library, 10100 S. Petunia Way, Sandy. Details are at https://www.sba.gov/event/1634214.

July 11, 6:30-8:30 p.m.

Small Business Roundtable, a SCORE event. Location is Sandy City Library, 10100 Petunia Way, Sandy. Details are at https://www.sba.gov/ event/1635899.

July 12, 7:30-8:30 a.m.

"Eggs & Issues," a Murray Area Chamber of Commerce event. Speaker is Matthew Phillips of the Salt Lake County Public Library. 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.

July 12, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, first floor, 2380 Washington Blvd., Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

July 12, 9 a.m.

Sixth Annual Golf Tournament, a South Salt
Lake Chamber of Commerce
Foundation nine-hole event.
Cost is \$55, \$200 per foursome.
Registration deadline is July 8.
Registration can be completed at (801) 466-3377.

July 13, 10 a.m.-1 p.m.

"Simple Steps for Growing Your Business," a SCORE event in Spanish. Location is Day-Riverside Library, 1575 W. 1000 N., Salt Lake City. Free. Details are at https://utahsbdc.org/trainings.

July 15, 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 Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Details are at west-jordanchamber.com.

July 16, 8 a.m.-noon

"Orientation/Onboarding Essentials: Accelerating Competence, Connection and Commitment," 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.

July 16, 10-11:30 a.m.

"Investing in Human Capital," a West Jordan Chamber of Commerce event. Theme is "The Maxwell Method of DISC" (a workshop on personality and behavior profile). Location is Mountain America Credit Union, 3065 W. 5400 S. Taylorsville. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

July 16, 11 a.m.-1 p.m.

"Creating Work-Life Balance for Working Moms," a Business Women's Forum event. Presenter is May Anderson, founder of Working Mom's Connection. Location is 50 West Club & Café, 50 E. Broadway, Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

July 16, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deserte Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

July 17, 8-10 a.m.

Utah 21st Century Entrepreneur, a VentureCapital. org event. Location is Rev Road, 1555 Freedom Blvd., Provo. Registration can be completed at Eventbrite.com.

July 17, 9 a.m.-3 p.m.

"Boots to Business," a U.S. Small Business Administration event that is a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public- and private-sector resources. Location is 5837 D Ave., Building 150, Airmen & Family Readiness Center, Hill Air Force Base. Free. Registration is

required. Details are at https://www.sba.gov/tools/events.

July 18, 8 a.m.-noon

"Legal Issues for Managing Employees with Governments and Special Districts," an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$245. Details are at employerscouncil. org.

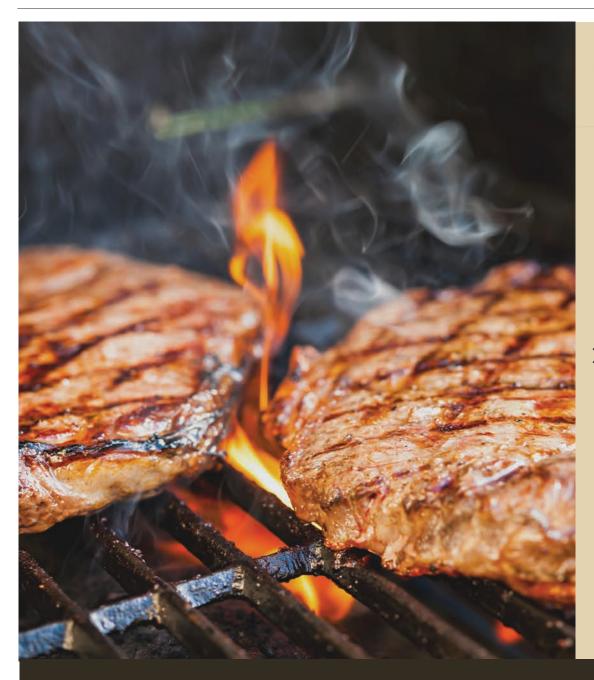
July 18, 11:30 a.m.-1 p.m.

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

July 18, 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.

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Speaker James Hadlock of Blunovus will discuss "Addicted to Silence: The Alarming Truth of Addiction in the Workplace." 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.

July 18, 4-6 p.m.

"The 'Amenities War' in Multifamily Housing," a ULI (Urban Land Institute) Utah event. Panelists are David Tillotson, Salt Development; Anna Jones, Greystar; Jonathan Badger, president and CEO, Lee's Marketplace; and Jason Head, resident. Location is Hardware Apartments, 455 W. 200 N., Salt Lake City. Details are at https://utah.uli.org/events/.

July 19, 7:30-8:30 a.m.

"Eggs & Issues," a Murray

Area Chamber of Commerce event. Speaker is Kat Martinez, Murray City Council candidate. 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.

July 19, 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.

July 19, 8:30-11:30 a.m.

"Inclusive: How the Best Leaders Build Diverse and Winning Teams," a Salt Lake Chamber event. Presenter is Sara Jones, president of InclusionPro. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$55 for members, \$75 for nonmembers. Details are in slchamber.com.

July 19, 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.

July 20, 10 a.m.-noon

"Business Growth Strategies," a SCORE event that will focus on clientele. Location is Sweet Library, 455 F St., Salt Lake City. Free. Details are at https://www.sba.gov/event/1635893.

July 23, 11:30 a.m.-1 p.m.

Women in Business
Luncheon, an Ogden-Weber
Chamber of Commerce event.
Location is Ogden Eccles
Conference Center, 2415
Washington Blvd., Ogden. Cost is
\$20 for WIB members, first-time
guests and Athena recipients; \$30
for nonmembers. Details are at
ogdenweberchamber.com.

July 24, 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.

July 25, 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.

July 26, 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 Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for chamber members, \$10 for nonmembers. Details are at westjordanchamber. com.

July 26, 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 west-jordanchamber.com.

July 30-Aug. 27, 8 a.m.-noon "Introduction to Human

Resource Management Program," an Employers Council event taking place on Tuesdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at employer-scouncil.org.

<u>July 31, 8 a.m.-3:30 p.m.</u>

"Lead Worker Training," an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$225. Details are at employer-scouncil.org.

Aug. 1, 6-7:30 p.m.

"Start Smart," a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at https://clients.utahsbdc.org/events.aspx.

Aug. 1, 7:30-9 a.m.

Chamber Speaker Series, an Ogden-Weber Chamber of

see CALENDAR next page



What We Do:

South Valley Services (SVS)

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

Making a Difference:

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





www.svsutah.org

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from previous page

Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for chamber members and first-time guests. Details are at ogdenweberchamber.com.

Aug. 1, 8:30 a.m.-4 p.m.

"Supervisory Skills Program," an Employers Council event over four consecutive Thursdays and providing a foundation of critical skills necessary to become an effective workplace leader. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

Aug. 2, 8-10 a.m.

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

Aug. 2, 8-10 a.m.

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

Aug. 2, 8:30-11:30 a.m.

"Grow Your Business: Idea Validation," a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at https://clients.utahsbdc.org/events.aspx.

Aug. 6, 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.

Aug. 7, 8 a.m.-noon

"Family and Medical Leave Act Essentials," 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.

Aug. 7, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Weber County Fairgrounds, 1000 N. 1200 W., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweber-chamber.com.

Aug. 7, 6:30-8 p.m.

"Simple Steps: Startup Assistance," a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at https://clients.utahsbdc.org/events.aspx.

Aug. 8-9

"Innovation Mindset," a University of Utah event. Location is University of Utah Executive Education, 1731 E. Campus Center Drive, Salt Lake City. Cost is \$1,800. Details are at https://eccles.utah.edu/programs/executive-education/product/

creating-a-culture-of-innovation/.

Aug. 8, 11:30 a.m.-1 p.m. June WIB Luncheon, a

Davis Chamber of Commerce event. Location is 850 N. 2200 W., Layton. Cost is \$20. Details are at davischamberofcommerce.

Aug. 8, 6-9 p.m.

"Podcasting, YouTube and Social Media," a Silicon Slopes event. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Details are at siliconslopes.com.

Aug. 8, 6-8 p.m.

"Business Essentials
Training," a Small Business
Development Center (SBDC)
event. Location is the Orem/Provo
SBDC, Utah Valley University,
815 W. 1250 S., Orem. Details
are at https://clients.utahsbdc.org/
events.aspx.

Aug. 9, 7:30 a.m.-noon

Small Business Nine-Hole Golf Tournament, a Salt Lake Chamber event. Location is Stonebridge Golf Course, 4415 Links Drive, West Valley City. Cost is \$75, \$30 for bunch only.

Sponsorships are available. Details are at slchamber.com.

Aug. 9, 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.

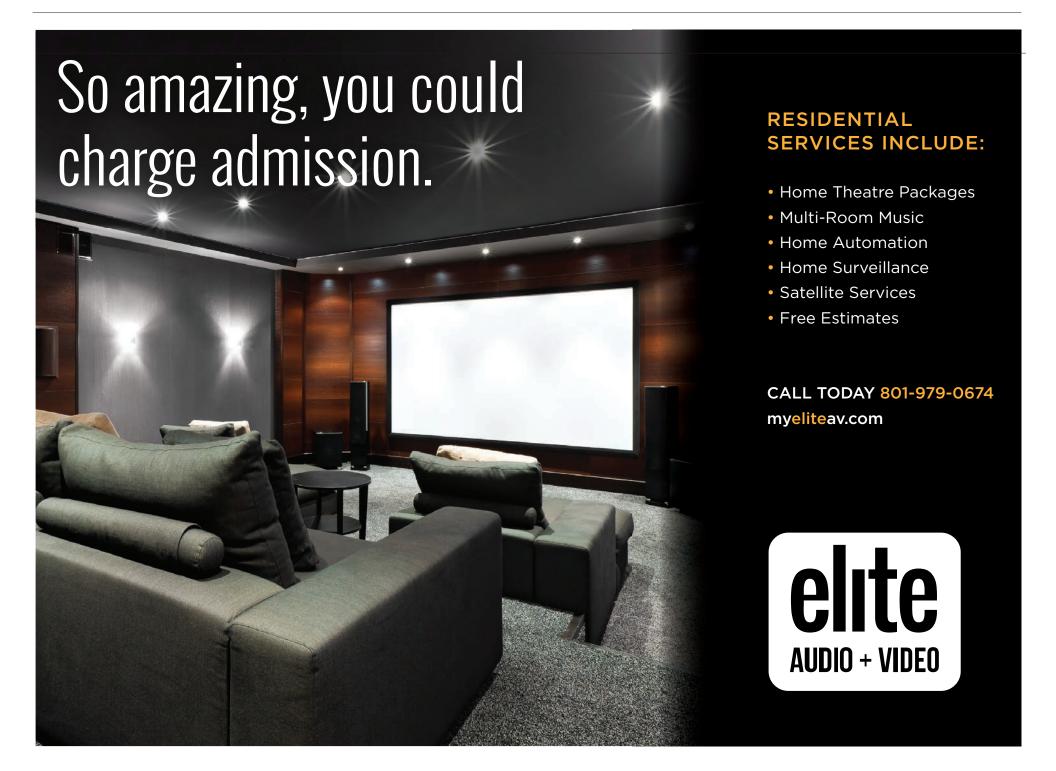
Aug. 9, 8:30-11:30 a.m.

"Grow Your Business: Business Foundation," a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at https://clients.utahsbdc.org/events.aspx.

Aug. 13, 10-11:30 a.m.

"How to Become a Leader People Will Follow," a West Jordan Chamber of Commerce event. Location is Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.

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Aug. 14, 8 a.m.-noon

"Frontline Leadership Training: Speaking Up and Down the Organization," a Small Business Development Center (SBDC) event. Location is Tooele Technical College, Board Room, 88 S. Tooele Blvd., Tooele. Cost is \$98. Details are at https://clients.utahsbdc.org/ events.aspx.

Aug. 14, 6-8 p.m.

"Starting Your Business 101," a Salt Lake Small Business Development Center (SBDC) event. Location is Salt Lake SBDC, Salt Lake Community College, MCPC 110, Sandy. Free. Details are at https://clients. utahsbdc.org/events.aspx.

Aug. 15-16

"Women's Leadership: Mastering Public Speaking," a University of Utah event. Location is University of Utah Executive Education, 1731 E. Campus Center Drive, Salt Lake City. Cost is \$1,800. Details are at https://business.slchamber. com/events/details/universityof-utah-presents-women-s-leadership-mastering-public-speaking-11373.

Aug. 15, 8:15 a.m.-3:30 p.m.

Utah Employers Summit, an Employers Council event. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$199 for members, \$239 for nonmembers. Details are at employerscouncil.org.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Location is 525 Deseret Drive, Kaysville. Cost is \$20 for members, \$25 for guests. Details are at davischamberofcommerce.

Aug. 15, 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 Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

Aug. 15, 5:30-8 p.m.

19th Annual "Celebrating Women in Business: Summer Social," a Women's Business Center Utah event. Location is Clubhouse SLC, 850 E. South Temple, Salt Lake City. Cost is \$40 before July 16, \$60 July 16-Aug. 8, \$80 after Aug. 9.



CAREERS

Director of Software Development (Supply Chain)

Director of Software Development (Supply Chain) (Overstock.com, Inc., Midvale, UT) Use strong communication skills (verbal and written) to lead IT supply chain projects by overseeing managers and developers in design, implementation, and maintenance of software applications and operating systems that perform at scale. Lead software development organization in developing, releasing, and maintaining software applications/operating systems to address supply chain business needs. Min Req: Bachelors degree or US equiv in Info Sys, Comp Sci, Comp Engin, Electr Engin, Software Engin, or rel, plus 10 yrs software development exp. Must also have: 5 yrs prof exp leading IT project teams using Java, Messaging Platforms, design patterns, processes & guiding values of domain architecture; 4 yrs prof exp managing IT supply chain projects (incl overseeing mgrs & developers in the design, implementation, & maintenance of software apps & operating systems (medium & large) that perform at scale); 4 yrs prof exp using Structured Query Language, Data Manipulation Language, & Data Definition Language to build business cases & analyze results; 3 yrs prof exp solving supply chain / logistics issues by managing development of enterprise supply chain systems & Order Mgmt, Fulfillment Logic and transportation mgmt solutions; 3 yrs prof exp managing relationships in cross-functional environment to implement company initiatives; 2 yrs prof exp using Hypertext Markup Language, extensible Markup Language, JavaScript, JavaScript Object Notation, &Cascading Style Sheets to develop, release, & maintain software apps/operating systems; 1 yr prof exp conducting technical presentations regarding supply chain in retail & eCommerce sector to senior mgmt & stakeholders; 1 yr exp using Continuous Integration & Continuous Delivery to test & monitor software; 1 yr prof exp developing software systems with well-defined interfaces & operations. Submit resume online at: https://overstock.wd5.myworkdayjobs.com/en-US/Over stock_Careers/job/Midvale-Utah/Director-of-Software-De velopment--Supply-Chain-_R0003360?tid=Careers%3A05% 3AWorkdayPostions%3AViewAll or via email: overstockcareers@overstock.com. Specify ad

code SNWM. EOE. MFDV.

Details are at slchamber.com.

Aug. 16, 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.

Aug. 20, 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.

Aug. 21, 7 a.m.-3 p.m.

2019 Chamber Golf Classic, an Ogden-Weber Chamber of Commerce event. Breakfast starts at 7 a.m., followed by shotgun start at 8 a.m. (four-man scramble format) and lunch and awards at 1 p.m. Location is Mount Ogden

Golf Course, 1787 Constitution Way, Ogden. Sponsorships are available. Details are at ogdenweberchamber.com.

Aug. 21, 8-9:30 a.m. Chamber Launch, a Salt

see CALENDAR next page

INLAND PORT

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Services Capital and development manager at Enserch International

"I am honored to take on this new role and to work with the UIPA board and all interested stakeholders," said Hedge. "The Utah Inland Port is an important project and we must be strategic and innovative to solve the growth challenges that will im-

TECHNICAL

Oracle America, Inc. has openings for Technical Analyst positions in Lehi, UT. Job duties include: Deliver solutions to the Oracle customer base while serving as an advocate for customer needs. Apply by e-mailing resume to scott.swensen@oracle.com, referencing 385.22212. Oracle supports workforce diversity.

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).

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.

pact the state of Utah."

Port Authority under the direction of the UIPA board as well as coordinating development and working with community stakeholders to ensure the state of Utah benefits from the growth of cargo movement and logistics in the western U.S., the organization's board said

The Utah Inland Port was created in 2018 by the Utah Legislature for the development of a ma-

jor shipping and freight-handling As the Inland Port's execu- hub in Salt Lake City's Northtive director, Hedge will oversee west Quadrant. It has come under all operations, including creating a fire from various entities, includstrategic plan for the Utah Inland ing Salt Lake City Mayor Jackie Biskupski, who has filed a lawsuit challenging the constitutionality of the formation of the port based on its "usurping the city's taxing and land-use authority." Since Biskupski's announcement that she will not seek reelection this fall, the pursuit of the lawsuit has become a major subject of debate ahead of the Aug. 13 primary election among the eight candidates who have filed to replace her.

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ZAKARIA

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senior Mexican diplomat, Jorge Guajardo, wrote in *Politico*, "All our old suspicions are confirmed: The United States is not a friend. The United States is out to get us, again. We're back to where we were before NAFTA."

Guajardo points out that Mexico could stop cooperating on a host of issues that affect Americans. Mexicans see the drug trade, for example, as created by American demand, financed by American cash and fought with American guns. And yet Mexican police die every month trying to stop this trade. The Mexican government has tried to stem migration to the U.S. from Central America and cooperates closely with the U.S. on this, even though the level has

become unmanageable for both Mexican and American authorities.

Mexico is America's top trading partner by some measures, even outranking China and Canada. But this understates the interdependence between the two economies. One study estimated that 40 percent of what the U.S. imports from Mexico is American-made content, much higher than any other country. The two peoples are now deeply intertwined economically, politically and culturally. The relationship between Mexico and the United States could be a unique example of cooperation under difficult conditions. But that would require a different U.S. president.

Fareed Zakaria's email address is comments@fareedzakaria.com.

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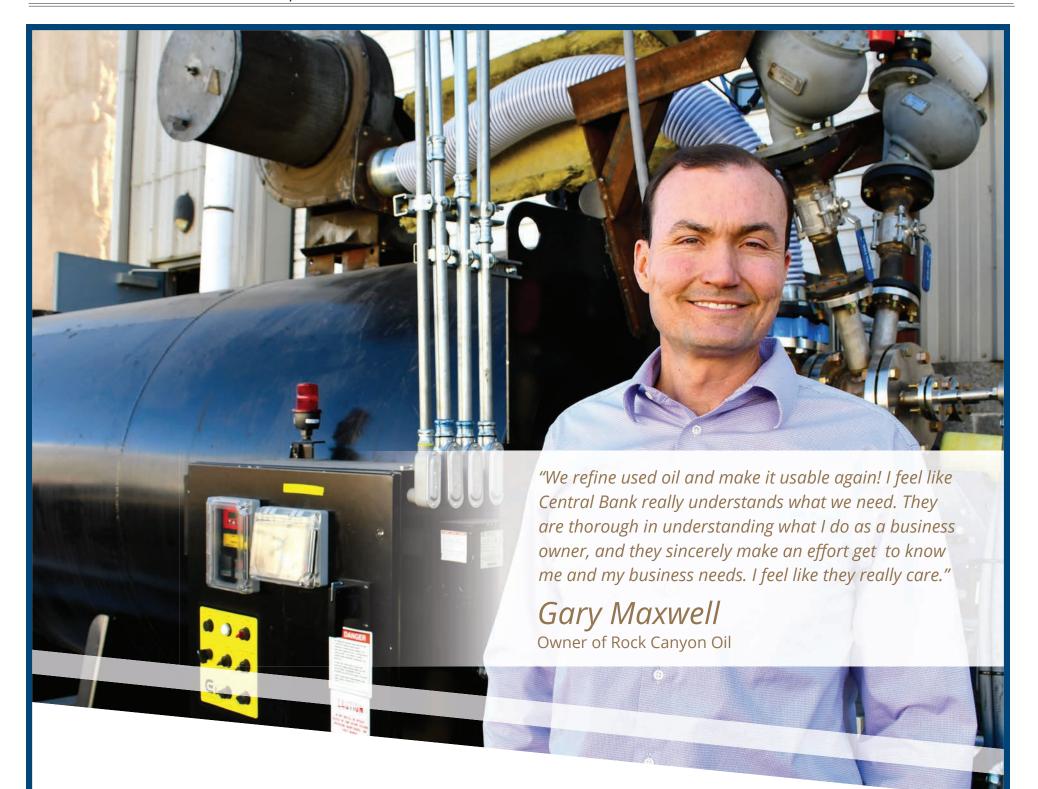
CALENDAR

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

Aug. 23, 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 Mountain America Credit Union, 3065 W. 5400 S., Taylorsville. Free for chamber members, \$10 for nonmembers. Details are at westjordanchamber.com.



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