

### OF NOTE



#### Can you say 'addiction'?

According to a new study from bankmycell.com, the average smartphone user checks his or her device 63 time a day — up 34 percent from just a year ago. And 69 percent check their phone within five minutes of waking up in the morning. The good news is that 58 percent of us have tried to limit our usage — up 11 percent from 2018.

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Gov. Gary Herbert (red tie) and other government and business leaders take a tour at Stadler Rail in Switzerland during a recent trade mission that also included stops in France and Italy.

## Europe trade mission focuses on manufacturing, aerospace, energy

A group of business and government leaders in Utah recently spent time in Europe on a mission to boost trade and foreign investment between the state and Switzerland, France and Italy.

The trade mission, which took place June 13-21, included specific company and event visits focusing on manufacturing, aerospace and energy trends.

Val Hale, executive director of the Governor's Office of Economic Development, said the mission allowed Utah companies to connect with diverse industries. "Maintaining and strengthening relationships

with companies in these countries is key to Utah's continued economic success," Hale said.

The three markets were selected based on their high-ranking GDP as well as for their close ties with the U.S. France and Italy have the world's seventh- and ninth-largest GDPs, respectively. Switzerland is the top-ranked nation globally in innovation, with a high percentage of its GDP coming from research and development investment. All

**see MISSION page 5**

## Plastics manufacturer to hire 100 at new Cedar City plant

**Brice Wallace**  
*The Enterprise*

A Wisconsin-based plastics manufacturer will put a western U.S. operation in Cedar City, adding up to 100 jobs to that area's economy over the next few years.

GOEX Corp. made the announcement after being approved for a \$365,299 tax credit over seven years by the Governor's Office of Economic Development

(GOED) board at the board's June meeting. The company is considering property in the Port 15 Utah industrial park for the \$15 million project.

GOEX began in 1982 in Janesville, Wisconsin, to supply PVC extruded sheet plastics to Prent Corp. and was spun off in 1990. The private, family-owned company manufactures custom plastic sheets

**see GOEX page 2**

## Gas & housing costs drive CPI up last month

The costs of hitting the road and buying a home continue to plague Wasatch Front consumers.

Those two components fueled a 1.2 percent increase in the Zions Bank Wasatch Front Consumer Price Index (CPI) from April to May, on a non-seasonally adjusted basis.

The local CPI has grown 3.1 percent during the past year, while the national figure has jumped 1.8 percent since May of 2018.

Rising transportation-sector prices drove the increase in the Wasatch Front CPI for the third consecutive month. Transportation prices climbed 2.4 percent in May, due mostly to rising gasoline and airfare prices. Year-over-year growth in the transportation sector slowed slightly, down to 1.5 percent from 1.7 percent in April.

Housing prices rose for the fourth consecutive month and now are 0.8 percent higher than in April. Hikes in apartment rental rates drove a small portion of the increase, while costs for temporary housing, measured via hotel and motel rates, rose 11 percent — a common summer season trend.

Housing's year-over-year price growth, now at 4 percent, declined for the sixth consecutive month and is at the lowest point since April 2018, suggesting that housing price growth across the Wasatch Front is tempering.

The second-largest driver of year-over-year price increases is medical care, although its impact is modest compared to that of housing. Medical care prices edged up 2.4 percent from April to May and 7.5 percent since May 2018.

"The moderating price growth is a great sign for Utahns," said Randy Shumway, chairman and partner of Cicero Group, a Salt Lake City-based consulting firm that does analysis and data collection for the Zions Bank CPI and the Zions Bank Consumer Attitude Index. "It means that we are reaching a more sustainable level of both supply and demand. Producers are hitting their stride, yet still have room to grow while consumers are pleased to see price changes evening out."



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# Merit Medical acquires Brightwater in \$50M deal

Merit Medical Systems Inc. has acquired a California-based company that specializes in a catheter-to-stent product.

Merit's acquisition of Brightwater Medical Inc., of Temecula, California, was announced last week. The transaction consists of a \$35 million upfront payment and up to \$15 million in potential earn-out payments based on receipt of CE mark approval and reaching future sales targets, South Jordan-based Merit said.

Brightwater was founded by Dr. Robert Smouse, professor of radiology and surgery at the University of Illinois College of Medicine. The company's primary product is the ConvertX, a device used to replace a series of devices and procedures used to treat severe obstructions of the ureter. The system is designed to be implanted once and converted from a nephroureteral catheter to a nephroureteral stent without requiring sedation or local anesthesia. The company recently received FDA clearance for the ConvertX biliary stent system.

"The ConvertX system is designed to reduce multiple visits to the hospital, saving patients the

risk and discomfort of a second interventional procedure while allowing additional utilization of facilities," said Fred P. Lampropoulos, Merit's chairman and CEO. "The ConvertX system complements Merit's Resolve drainage catheter portfolio and potentially drives pull-through of other Merit products such as InQwire guide wires, Advocate PTA balloons and other vascular products."

Brightwater currently has approximately 40 U.S. accounts serviced by two direct sales representatives and a small number of distributors. Merit said it plans to maintain Brightwater's production capabilities in Temecula over the next several months while duplicating those capabilities in its catheter facility in Pearland, Texas, prior to transferring the ConvertX manufacturing operations to its Pearland facility.

Merit management estimates that the transaction will be approximately 5 cents decreative to earnings per share for the year ending Dec. 31 on a GAAP basis and approximately 3 cents decreative to earnings per share on a non-GAAP basis due to deal-re-

lated expenses, severance, transfer and integration costs, and international regulatory expenses.

Merit management's current revenue expectations for the ConvertX product for calendar year 2019 are approximately \$1 million, with expectations of growth to approximately \$25 million in the fifth full year of sales.

"We believe our ability to align this product with our existing sales force calling on interventional radiologists, as well as growth in markets outside the United States, will allow for future growth," Lampropoulos said.

Merit Medical develops, manufactures and distributes proprietary disposable medical devices used in interventional, diagnostic and therapeutic procedures, particularly in cardiology, radiology, oncology, critical care and endoscopy. It employs roughly 6,300 people worldwide in South Jordan; Pearland, Texas; Richmond, Virginia; Malvern, Pennsylvania; Rockland, Massachusetts; and San Jose and Aliso Viejo, California; as well as in The Netherlands, France, Ireland, China, Mexico, Brazil, Canada, Australia, Japan, the United Kingdom, South Africa and Singapore.

## GOEX from page 1

serving graphic arts, medical, electronics and packaging industries. The Cedar City plant is expected to allow the company to compete more effectively on food products packaging, such as for butter, yogurt, pudding and fruit.

The project is expected to result in \$1.8 million in new state tax revenue and \$23.5 million in new wages over seven years. The company expects to have 40 employees working in the first year, with the figure growing to 100 by the sixth year. The jobs are expected to pay an average of \$42,600.

The company said the Cedar City facility will occupy 120,000 square feet on a 20-acre site. Its Janesville facility was completed in 2015, occupies 235,000 square feet and employs 200. GOEX will continue to grow operations in Janesville, which will remain the base for product development, research and development and corporate offices.

Joshua Gray, CEO and president, said the company considered several western locations that would improve the company's freight costs and speed to market. "From the Midwest, it's difficult to both manufacture and ship product to Portland, for in-

stance, Sacramento [or] Mexico, so we started looking almost five years ago at alternative sites in the West," he said, adding that Cedar City reminded company officials of a rural Wisconsin community where people are friendly, forthright and deliberate.

"This is a fantastic company," said Thomas Wadsworth, GOED's associate managing director. "It's going to be a real boon to this rural economy."

The project is expected to be a major boost for the 540-acre, rail-served Port 15 Utah industrial park, which was formed in 2007. Danny Stewart, Cedar City and Iron County economic development director, said the GOEX facility will be the first development on the north side of the railroad tracks that bisect the park.

"With the new development with GOEX there, we feel this will be a very important step with the development of Port 15 itself," Stewart said. "What an incredible company: great culture, great people. We feel at home with them and I believe they do with us."

"We think it's a great cultural fit and a great cluster fit as well with the growing plastics sector in Cedar City and throughout central Utah," said Theresa Foxley, president and CEO of the Economic Development Corporation of Utah.

### Special Announcement

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# Matheson tabbed to lead Point of the Mountain area development

The person who will oversee development at the current site of the Utah State Prison will take over the duties July 1.

Alan Matheson, currently director of the Utah Department of Environmental Quality (DEQ), will step down from that position June 30 to become executive director of the Point of the Mountain State Land Authority. Matheson has been with the DEQ for four years.



Alan Matheson

session to create a strategic development plan for land in Draper that currently houses the prison but will be left empty when the prison moves to its new site near the Salt Lake City International Airport a few years from now. Matheson will work with the authority's board and other stakeholders to create a strategic plan for the approximately 700 acres and will help facilitate the development of the land once the prison has been moved.

Some have envisioned the property as a prime site for a multi-company technology center that would augment the existing Silicon Slopes tech hub in southern Salt Lake County and northern Utah County.

"Gov. (Gary) Herbert gave me a gift: the opportunity to work with dedicated professionals in the Governor's Office and at DEQ to protect public health and Utah's treasured natural environment. I'm deeply grateful," Matheson said.

"I take on this new role with humility and hope. Beyond a significant development project, the Point of the Mountain presents a generational opportunity to improve lives. I'm excited to work with the board and many partners to set the standard for well-planned, sustainable development that drives economic opportunity, solves transportation challenges, and respects the environment."

"Alan has been an invaluable

asset to my cabinet and senior team during his years of service at the Department of Environmental Quality," Herbert said. "I have appreciated his firm focus on improving our air quality, as well as all aspects of the environment. He has been and will continue to be a trusted advisor, and I wish him all the best as he accepts this new position guiding important land development projects at the Point of the Mountain."

"I am grateful to have found an invested, experienced leader to guide the Point of the Mountain Authority board through this crucial phase of investment and development," said Lt. Gov. Spencer J. Cox, the co-chair of the Point of

the Mountain Authority. "Alan's work for the Department of Environmental Quality has been invaluable, and Utahns can expect the best from him as he serves in this critical new role."

Matheson became the DEQ's executive director in June 2015 and has served as senior environmental advisor and state planning coordinator since October 2011. He was executive director of Envision Utah from 2004-2011, director of the Utah Water Project in 2001-04, a partner at the law firm Ryley Carlock & Applewhite in 1999-2001, senior attorney and environmental policy advisor at Arizona Public Services in 1993-96, an associate at Brown & Bain in 1991-93, and a law clerk for the U.S. Court of Appeals for the 9th Circuit in 1989-90. He has a law degree from the UCLA School of Law and an A.B. in international relations from Stanford University.

## EY names Utah Entrepreneur of the Year award winners

A dozen businesspeople have been selected to receive EY's Entrepreneur of the Year Award for the Utah region.

The awards program recognizes business leaders who are excelling in areas such as innovation, financial performance and personal commitment to their businesses and communities. They were selected by an independent judging panel consisting of previous award winners, leading CEOs, investors and other regional business leaders.

The Entrepreneur Of The Year 2019 Utah Region Award winners are:

- Business Services: Eric Farr

and John Wade, both principal executives at BrainStorm Inc.

- Consumer Products and Services: Farzad Mohebbi, founder and president, Papa Pita Bakery.

- Direct to Consumer: Sandi Hendry, owner, Minky Couture LLC.

- Distribution and Manufacturing: Casey Adams, president, and Jared Starling, CEO, both of Visible Supply Chain Management.

- Emerging: Kory Stevens, CEO, Taft.

- Fashion Retail: Chad Champlin, co-founder and CEO, and Kylee Champlin, co-founder, both of Roolee.

- Social Entrepreneur: Chris Conard, regional executive director, Playworks Utah.

- Technology: Dennis Steele, co-founder and CSO, and Eric Rea, co-founder and CEO, both of Podium Corp. Inc.

Regional award winners are eligible for consideration for the Entrepreneur of the Year National Awards, the winners of which will be announced in November in Palm Springs, California. The national winner advances to compete for a world title in Monaco.

"There are many successful entrepreneurs in this world, but to build something truly remark-

able, you can't let anything stand in your way," said Shawn Goff, Utah region Entrepreneur of the Year program director. "EY is proud to honor the 2019 Entrepreneur of the Year Utah region winners who are inspiring innovation, transforming our world and fueling growth in Utah and beyond."

EY has recognized more than 10,000 business leaders around the world since the inception of the program more than 30 years ago.

EY is a global company focused on assurance, tax, transaction and advisory services. Details about the Utah region program are at [ey.com/us/eoy/utah\\_region](http://ey.com/us/eoy/utah_region).

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# Salt Lake City's economic development director leaving for Virginia job

The leader of Salt Lake City's first-ever economic development department will leave the position in August to lead an economic development organization in Virginia.

Lara Fritts, who was appointed in May 2016 by Mayor Jackie



Lara Fritts

Biskupski, will leave as director of the city's Department of Economic Development on Aug. 2 to become president and CEO of the Greater Richmond Partnership (GRP), an organization serving the city of Richmond and counties of Chesterfield, Hanover and Henrico.

"While I am excited to be joining the team at GRP, I leave Salt Lake City with a heavy heart," Fritts said. "I am incredibly proud of the work we have done as a part of 'Team Utah' and I know this department will continue to lead because of the high-caliber talent we have in place."

In Salt Lake City, Fritts initially worked to fulfill Biskupski's vision of creating a cabinet-level Department of Economic Development, aligning the work of business development, the Redevelopment Agency and the Salt Lake City Arts Council.

During the past three years, the department has been responsible for creating over 9,000 jobs and nearly \$1 billion in capital investment, and attracting more than two dozen companies in Salt Lake City, according to the city. The list of companies includes Amazon, Stadler Rail, UPS and Post Consumer Brands.

The department recently became an Accredited Economic Development Organization through the International Economic Development Council — a designation attained by only 64 other organizations worldwide.

"In three short years, Lara Fritts has firmly established my vision for a world-class economic development department to represent Utah's capital city," Biskupski said. "Lara and her team have

created opportunity for thousands of people, been instrumental in helping the city address critical issues, and have become part of the fabric of the region's business development efforts. Lara Fritts' expertise makes her a valuable asset for any organization and we wish her well as she embarks on her newest effort."

Biskupski is expected to name an interim director prior to Fritts' departure.

In Virginia, Fritts will succeed Barry I. Matherly, who left the top role at the partnership in late December to take the top position at a similar group in Detroit, according to the *Richmond Times-Dispatch*.

"We are proud to welcome Lara as the organization's new president and CEO," said Buck Stinson, senior vice president of U.S. card partnerships at Capital One and chairman of the GRP board. "She has a very strong background in consensus-building, marketing communities and organizational development. She is a proven collaborator as well

as a speaker and educator with diverse groups of stakeholders."

Fritts has more than 20 years of experience in economic development, management and technology. Before becoming Salt Lake City's economic development director, she was director of business development at accounting and consulting firm Baker Tilly

Virchow Krause. She also served as the president and CEO of the Annapolis (Maryland) Economic Development Corp.; executive director of the Southeast Fairfax Development Corp.; executive director of the Greater Rockville Partnership; and the president and CEO of the Washington, D.C., Technology Council.

## WEBB hires Robinson as CEO

WEBB, an event production company based in Salt Lake City, has hired Melanie Robinson as its new CEO. Robinson has over 10 years of experience at the executive level of companies ranging from startup to mid-market.

Founded in 1959, WEBB, formally known as Webb Audio Visual, has a staff of 125 employees that work as producers,

*Melanie Robinson*

creatives, writers, designers, engineers, craftsmen and builders. WEBB produces events around the world, partnering with industries in direct sales, technology, medical, pharmaceutical and creative agencies.

Robinson holds an MBA from Stanford and a B.A. in economics from Eckerd College. The addition of Robinson to the WEBB executive team will allow the owners to focus on client relationships and business development, the company said in a release.

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## MISSION

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three countries share a stable relationship with the U.S. and similar policies on most political and economic issues. France has more than 20,000 foreign businesses already established in-country. U.S. exports to Italy are concentrated in pharmaceutical products, nuclear reactors and machinery.

"What sets this opportunity apart for Utah businesses are the connections made possible by participating in the governor's delegation," said Miles Hansen, president and CEO of World Trade Center Utah (WTC Utah). "The high-level itinerary offers the opportunity to see Utah's impact on foreign markets firsthand and to pursue mutually beneficial relationships across industries and governments in settings not otherwise available."

"Utah is a globally engaged state," said Derek Miller, president and CEO of the Salt Lake Chamber, "and our long-term prosperity is inextricably linked to our success in international markets. By participating in a trade mission, businesses are provided the opportunity to network, develop business-to-business partnerships and participate in site visits and country briefings, among other activities. These trips also allow us to elevate the message that Utah is the place to be for economic and international investment."

The mission began in Switzerland and included a visit to Stadler Rail, a Swiss passenger train and tram manufacturing company with U.S. headquarters in Utah. Stadler recently celebrated the completion of a \$50

million manufacturing facility in Salt Lake City. The delegation visited its Swiss location celebrated the growing relationship between Stadler and Utah while exploring further partnership opportunities, including Stadler Rail's apprenticeship program that will be implemented in partnership with Talent Ready Utah, Salt Lake Community College and Utah public schools.

The France portion of the trip included attendance at the 2019 International Paris Air Show, the largest air show in the world. Representatives of eight Utah aerospace companies were there to promote Utah as a premier destination for the industry, and presentations focused on the newest technologies in aerospace and defense and related equipment, such as aircraft engines, satellite navigation technology, aircraft cabins and seats and weapons systems.

The Italy portion included a visit to Enel Green Power's Rome location to learn about the company's recent activities in Utah and to explore how Utah companies can enter its supply chain. Enel's Cove Fort Plant in Utah uses large-scale electrical submersible pumps for the extraction of geothermal fluid, a cleaner and more efficient technology that ensures zero energy loss while implementing state-of-the-art maintenance software.

The trade mission was the fifth such trip for Natalie Kaddas, CEO of Kaddas Enterprises, which provides high-quality thermoform plastic solutions for airline, rail, medical, automotive and electric power companies. Having experienced a 400 percent increase in international sales over the past few years, the company credits much of this success to its participation in trade missions and trade

shows.

The trade mission, supported by WTC Utah, GOED, the Salt Lake Chamber, Zions Bank, the U.S. Commercial Service and the U.S. Small Business Administration, featured additional delegates from other organizations and com-

panies: ACT Aerospace, Borsight Inc., the Economic Development Corporation of Utah, ElectraFly, Electric Power Systems, the Governor's Office of Energy Development, IMSAR LLC, Kaddas Enterprises, KIHOMAC, the law offices of Thomas N. Jacobson,

Optisys, Owlet Baby Care Inc., PolarityTE Inc., RAM Manufacturing Co. Inc., Utah Advanced Materials & Manufacturing Initiative, Utah Consular Corps, Utah Farm Bureau Federation, the Utah House of Representatives and the Utah State Senate.



**R1 RCM, a Chicago-based company involved in the management of the revenue cycle in the healthcare industry, has opened its new Technology and Innovation Center in Murray. R1 RCM said that the state-of-the-art development, training and education facility will foster innovation that will help address key healthcare challenges that hinder the patient financial experience. The facility will evaluate, test and design new technologies and includes an interactive experience center. Executives of Intermountain Healthcare joined R1 RCM officials at a recent ribbon-cutting ceremony, facility tour and reception. Joe Flanagan, president and CEO of R1 RCM (shown with scissors above), gave an overview of R1 RCM and its investment in technology in order to transform the patient and provider financial experiences in the industry. Marc Harrison, president and CEO of Intermountain Healthcare, spoke of the importance of treating patients as consumers and that the use of innovative technology in the revenue cycle will both elevate the patient financial experience and better ensure high-quality care. R1 RCM said that the 30,000-square-foot center would develop patient experience innovations such as patient check-in kiosks, Medicaid enrollment support and automated denials management. Former Gov. Mike Leavitt and the Salt Lake Chamber Ambassadors joined R1 RCM and Intermountain Healthcare officials at the event.**



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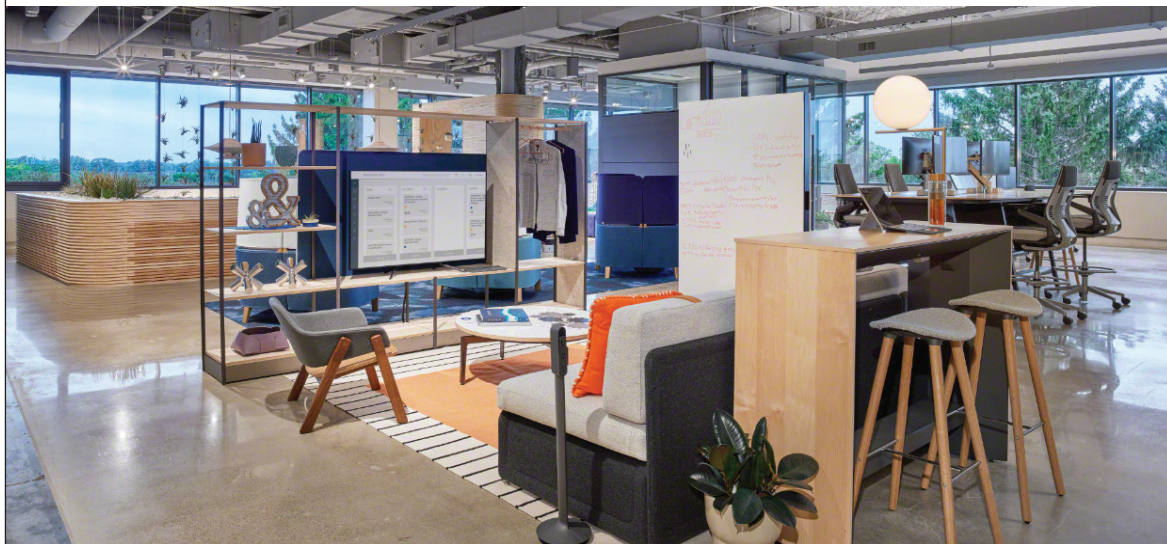




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## You can't succeed if you don't fix it: Hard and soft skills just aren't enough

The job world is changing so rapidly it's next to impossible to know what to do even in the short term to get ahead, let alone five years down the road. Now, a debate rages between which is more important, hard skills or soft skills. Those for hard skills focus on the need for specific knowledge to meet job performance standards and expectations.

On the other side of the table are those who say the hard-skills path can lead to dead-ends, to obsolescence. They bet on possessing interpersonal skills, such as the ability to relate to others, being a good team member and communicating effectively.

A case can be made for a combination of both hard and soft skills. Yet, it may be too narrow a view for dealing with what is arguably the most critical need facing companies today: people who can fix things.

### The Need to Fix Things

A Department of Labor bulletin describes the fix-it problem clearly: "Employers want employees who can work through problems on their own or as an effective member of a team. Ideal employees think critically and creatively, share thoughts and opinions, use good judgment and make decisions."

Employers say they need people who not only know how to do things, but, more importantly, they need people who know how to fix things. The goal is not just doing a good job but having the ability to identify, analyze and solve problems.

"No manager wants to hire someone who can't think for themselves and comes running every time things go wrong," writes Courtenay Crawford in "Graduateland," while another employer survey named complex problem-solving as the No. 1 desired skill. It also revealed that by 2020, "36 percent of all jobs across all industries" will require complex problem-solving as a core skill.

In other words, business needs people who not only recognize problems but take ownership and fix them:

- "Thanks for letting us know, I can take care of that for you."
- "If we made this change, we could reduce costs."
- "We're replacing this part. It will solve the problem."

Whether you call it problem-solving or, more accurately, the

ability to "fix things," the need is clear.

### What It Takes to Fix Things

**Get the message.** "I didn't see it coming." Whether it's layoffs, the closing of a business, the sale of their company or being fired, it's surprising how many workers say they didn't see it coming. Some are totally shocked and actually speechless, while others sensed that "something" was about to happen. "It was obvious," they say. "How could you miss it?"



In other words, how can anyone fix something when they're unable to recognize problems? Anyone who is pre-occupied with themselves and their issues have their antennae turned off. Lacking awareness, they literally don't get the message.

### Figure out the problem.

Salespeople, for example, can easily miss the mark with customers by offering solutions that are way off-base, that don't fit customer needs or expectations. Being focused on getting to the close, they don't pick up on what the customer is saying or what they want to accomplish. This is what happens when we don't take time to ask enough questions so we can accurately identify and understand what's going on in the customer's head.

We assume that customers will find our questions bothersome, boring or taking up too much of their time. Yet, Google CEO Eric Schmidt has a totally different view when it comes to asking questions: "We run this company on questions," he said, "not answers."

This is good advice. If we don't ask sufficient questions, our personal beliefs and assumptions influence our thinking. This leads to inaccurate conclusions and interferes with our ability to come up with solutions that grab our customers' attention.

### Keep your eye on the goal

"The hard skills are changing," said Kelli Jordan, who is in charge of IBM's career and skills initiatives. "Just because we do a role one way today, doesn't mean we were doing it that way three years ago."

Even though the emphasis is on "being a good team member," some workers take a "lord of the manor" approach. It's as if they

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# Industry Briefs

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

## ASSOCIATIONS

• The **Utah Valley Chamber** has hired **Andy Pierucci** as new director of public policy and business development. Pierucci has spent the past four years working for the Utah Department of Agriculture and Food in several different policy and market-enhancement roles. Most recently, he was the director of the Marketing, Communications and Economic Development Division, where he oversaw all department communications, the Utah's Own program, and the international trade program. Pierucci also has experience in political campaigns and the policy process. He was campaign manager for U.S. Rep. Rob Bishop for three years and has worked on campaigns at every level of government. Pierucci's education includes an undergraduate degree from Utah State University in political science and a Master's in Public Administration at the University of Utah with an emphasis in international management.

## BANKING

• **Zions Bank** has named **Neelam Chand** as diversity and inclusion officer. She will be responsible for developing holistic diversity, equity and inclusion strategies and promoting cultural awareness throughout the company. Chand will provide workshops and trainings that enable best practices on issues of implicit bias, discrimination, workplace barriers and inclusive environments. Chand has a decade of experience formulating strategic plans, implementing inclusive messaging campaigns, facilitating critical dialogue on issues of equity, and leading training and workshops on best practices. Prior to joining Zions Bank, she was director of marketing and communications for the University of Utah's Office for Equity and Diversity. From 2009-2013, Chand was executive director of Ten Thousand Villages, a nonprofit fair-trade retailer. She holds a bachelor's degree in public



Andy Pierucci

relations and marketing from the University of Utah.

## CONVENTIONS

• **Pat Holmes** has retired from Visit Salt Lake (VSL) after 32 years. Holmes, vice president of partner development, worked in hotel sales in Kansas City, Missouri, and Tulsa, Oklahoma, before coming to Utah. At VSL, she held five positions: convention services manager, director of conventions, director of marketing, vice president of marketing and vice president of partner development. While also directing the membership department and the VSL advertising program, she served as 10-year director of the Utah Arts & Cultural Coalition, a nonprofit focused on promoting arts and culture that operates NowPlayingUtah.com. She recently was awarded the Dianne Nelson Binger Sales Leadership Award, presented to Visit Salt Lake's top salesperson.



Pat Holmes

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## DIRECT SALES

• **Nu Skin Enterprises Inc.**, Provo, has added **Laura Nathanson** to its board of directors. Nathanson is Disney Advertising Sales' executive vice president of revenue and operations. Her career spans three decades, including 21 years at The Walt Disney Co. Prior to her current position, she served as executive vice



Laura Nathanson

president of sales and marketing for ABC Family, now Freeform. She has held sales and advertising positions with Fox Broadcasting and media agencies. Former board members **Nevin Andersen** and **Neil Offen** retired from the board and did not stand for re-election at the company's annual meeting.

## ECONOMIC INDICATORS

• **Utah** is ranked No. 49 among states in a new study about **women's rights**, undertaken by **Security.org**. The study used the most recent data from the U.S. Census Bureau across four key categories: economic freedom, education, health and reproductive freedom, and political participation. The state rankings and scores were determined by calculating a total of 12 sets of metrics. Three sets of metrics were used in each of the four categories. The 10 states with the highest rankings for women's rights are the District of Columbia, Maine, New Hampshire, Oregon, Iowa, Washington, New Mexico, Hawaii, Nevada and Colorado. The worst-ranked are Louisiana, Arkansas, Utah, Texas, Oklahoma, Mississippi, South Carolina, Indiana, Tennessee and Georgia. Utah had the lowest score in economic freedom, which used employment, earnings and business ownership as metrics. Utah was No. 26 in education score. Utah was No. 43 for health and reproductive freedom. Utah was No. 45 for political participation.

• **Utah** is ranked No. 15 among states in a new study about **life expectancy**, at 79.6 years. The study was released by **SeniorLiving.org** following analysis of reports from the Centers for Disease Control and the *Journal of the American Medical Association* released in 2018. Utah is ranked No. 33 for heart disease, last for cancer deaths, No. 6 for suicides, No. 22 for drug overdoses and No. 43 for liver disease.

## EDUCATION/TRAINING

• **Bottega**, an accredited school of software engineering in the United States, has committed to partner with **Paul Ahlstrom**, managing director of Lehi-based venture capital fund Alta Global Ventures, to train 5,000 Coding Foundations apprentices and 1,000 full-stack engineers in Jamaica out of Bottega's Perpetual Endowment Fund, with a special regional endowment. Graduates of the engineering program commit a small percentage of their future technology income for three years to replenish the "pay it forward" education fund to make the oppor-

tunity available to additional Jamaican citizens.

## HEALTHCARE

• **ProLung Inc.** has announced it has started construction on a new office and laboratory location at "The Labs at Northgate" in Salt Lake City. The company said it is expected to provide significant cost reduction benefits and to be well-suited for its research and development efforts. Construction is expected to be completed in the second half of 2019. ProLung will be the anchor tenant at The Labs at Northgate, which is a new incubator for early-stage medtech companies. ProLung develops, tests and commercializes solutions which are designed to accelerate the time to diagnosis and expand the therapeutic window for lung cancer patients.

• **Med One Group**, a Sandy-based medical equipment leasing, rental and sales company, has appointed **Sheri Thomas** and



Sheri Thomas



Leslie Snavelly

**Leslie Snavelly** to its board of directors. Thomas is the vice president of finance and accounting at Coherx Medical, a subsidiary of Johnson & Johnson. Thomas began her career with Price Waterhouse in San Francisco, where she started in auditing and later transferred into consulting. She also has worked for WordPerfect, later acquired by Novell, and Phone Directories Co. She joined Coherx Medical in 2009 as controller and was promoted to vice president of finance and accounting in 2010. She also has served the past seven years as an adjunct professor at Brigham Young University, where she graduated with a master's degree in accounting. She continues to teach a variety of School of Accountancy bachelor- and master's-level classes. Snavelly is the chief digital officer at CHG Healthcare. She previously was senior vice president of marketing and business development for CHG.

## INVESTMENTS

• **Dwelo**, a Draper-based smart-technology solutions company focused on the multifamily industry, has completed an extension to its Series A funding round, led by existing investor **Wasatch Venture Holdings**, with participa-

tion from **Perot Jain** and several customers. Dwelo's total investment in developing smart technology for apartments now exceeds \$20 million. Dwelo said the new funding will allow it to expand its operational footprint, including expanding its engineering and product team and investing in sales and marketing. Founded in 2014, Dwelo has more than 200 apartment communities as customers, totaling nearly 50,000 apartment units.

## MILESTONES

• **Skip**, Salt Lake City, recently activated its 300th convenience store with its Frictionless Checkout service. This includes chain-wide rollouts at Enmarket, Cruizers and High's stores during the second quarter.

## NONPROFITS

• **Utah Food Bank** has announced that the United States Department of Agriculture (USDA) has officially declared sponsorship of its Summer Food Service Program. The program will extend Utah Food Bank's Kids Cafe program by providing free meals to children 18 years of age and under in both "Open Sites" and "Enrolled Programs." Over 100,000 meals will be served at 50 sites through the program. Utah Food Bank will prepare meals for "Open Sites" and "Enrolled Programs" throughout the state. Details are at [www.UtahFoodBank.org/SummerMeals](http://www.UtahFoodBank.org/SummerMeals).

## PHILANTHROPY

• **"5 for the Fight,"** a global movement inviting everyone to give \$5 for the fight against cancer, raised \$1 million worldwide in May to fund cancer research. The organization was started by

see BRIEFS next page

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# Industry Briefs

from previous page

**Qualtrics**, a Salt Lake City-based experience management company, in 2016. It designated May as its first-ever “5 for the Fight” Month, a campaign inviting companies to raise funds for the effort. The campaign included a virtual 5K run with over 1,200 participants in more than 25 countries and 30 cities.

## REAL ESTATE

• **Century Communities Inc.** recently had the grand opening of its new Palisade model single-family home at the new **Canyon Springs** community at 905 S. 950 W., Springville. Canyon Springs offers a variety of two-story and rambler floor plans ranging from 1,610 to 2,320 square feet.

## RECOGNITIONS

• **Maxtec**, a Salt Lake City-based company focused on oxygen analysis and delivery products, has been named a recipient of the **2019 President's “E” Awards** by the **U.S. Department of Commerce** for its export growth over the past year. Forty-eight other U.S. companies earned the honor, the highest recognition a U.S. entity can receive for making a significant contribution to the expansion of U.S. exports. Maxtec has been in business more than 15 years and has expanded its sales into India, China, South Korea and the UAE by leveraging opportunities made possible through **World Trade Center Utah's** grants and foreign networks, as well as training and counsel directed toward strategic planning, increasing exports and overcoming international barriers.

• The **University of Utah's Kem C. Gardner Policy Institute** has announced the recipients of the **2019 Informed Decision Makers of the Year** awards, designed to recognize individuals and organizations that are helping the community prosper. Honorees are **Beth Ehrhardt**, Senior Charity Care, which improves the lives of Utah's seniors in care facilities and senior apartments; **Globus Relief**, which aims to improve the delivery of healthcare worldwide; **Giv Development**, a creator of sustainable and innovative structures; **Michelle Kaufusi**, Provo mayor; and **Spice Kitchen Incubator**, which brings together refugees and other disadvantaged community members interested in starting a full- or part-time food business.

• The **Utah Restaurant Association (URA)** recently honored several companies and

individuals at its 2019 Utah Restaurant Industry Awards Gala. Winners include **URA Silver Platter Award, Lyft; Golden Spoon Award** (Restaurateur of the Year), **Ryan Lowder**, Copper Onion, Copper Kitchen, Copper Commons and The Daily SLC; **Chef of the Year, Jodie Rogers**, Deer Valley Resorts; **Lifetime Achievement Award, Missy Cannella**, Cannella's; **Hall of Fame Award, Neil Wilkinson**, Temple Square Hospitality; and **Restaurant Bartender/Bar Program of the Year, Tupelo. “Heart of the Industry” Awards** were presented to **Front of House, Skyler Morris**, SLC Eatery; **Back of House, Jinan Abou-Ismael**, Mazza & Rawtopia; **MVP, Clint Hollingsworth**, Copper Onion, Copper Kitchen, Copper Commons and The Daily SLC; and **Vendor Appreciation Awards** for **Sysco Intermountain, Heartland Payment Systems, AJ Gallagher Nicholas & Co., Model Linen, Bintz Restaurant Supply Co. and WCF Insurance. Workplace Safety Awards** were presented to **Talisker Club, Diamond; Deer Valley Resort, Platinum; Wingers, Gold; HB Boys, Silver; and Chartwell's Dining Services, Bronze. Chairman's Awards** were presented to **Terry Capener**, past URA chairman and general manager and vice president of Lagoon; and **Mark Eggett**, president of Sysco Intermountain. **Best Concept Restaurant Awards** were presented to **Tona Sushi, Five Seeds, Table X and The Daily SLC. The National Restaurant Association's Restaurant Neighbor Award** was presented to **Utah Del Taco Inc.**

merchandise and more. The store is one of the first with innovative features seen in Joann's Concept Store. Some new store elements include The Creators' Studio, a large open community space where customers can take classes, host events and work on projects inspired by the latest trends; tools available for rental, including a high-end long-arm sewing machine, Cricut machines, and 3D cutting and engraving technology Glowforge, which cuts anything from wood to acrylic; a modernized cut bar experience, which allows customers to “check in” and continue shopping until a text message alerts them a team member is ready to cut their fabric; and concierge service called Sew & Go, which offers custom sewing services for anything from suit tailoring to home décor.

## RURAL UTAH

• The **Governor's Office of Economic Development**

(GOED) board, at its June meeting, endorsed a pair of **Rural Fast Track** capital investment grants, each for \$50,000. **United Minerals LLC**, in Emery in Emery County, was endorsed for a grant to help it build a steel building to house settling tanks and holding tanks for mineral extraction and production. The \$350,000 project is expected to result in two new full-time positions at the company, which currently has 14 employees. The company will qualify for a reimbursement of up to \$3,000 if it retains the two new positions for at least 12 consecutive months. **Double Bb Transportation**, in Bluebell in Duchesne County, was endorsed for a grant to help it build a steel building. The company has six employees currently and the \$108,000 project is expected to result in one new full-time position. The grants had previously been approved by the Governor's Rural Partnership Board.

## TECHNOLOGY/LIFE SCIENCES

• **Clearent**, a St. Louis-based payments solutions provider that is the parent company of **SPOT Business Systems**, Draper, has acquired a minority stake in **CleanCloud**, a London-based global software-as-a-service (SaaS) business that services dry cleaners and laundromats in 70 countries. Financial terms were not disclosed. The transaction bolsters Clearent Software Holdings' portfolio of independent software vendors in the dry-cleaning industry and helps further its goal to become the leading player in the U.S. laundry software market. CleanCloud will operate alongside SPOT Business Systems, benefiting each other by sharing best practices and lead generation, while continuing to operate as independent companies, Clearant said.



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## RETAIL

• **Joann** has opened a store at 2330 E. 3300 S., Salt Lake City. It offers craft supplies, fabrics, finished home goods, seasonal

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# Succeeding in Your Business

## Here's some advice to young lawyers - from an old one

I had the privilege of addressing a group of about 50 law school graduates recently as part of the New York State Bar Association's semiannual Bridging the Gap program — a two-day orientation course for newly minted lawyers on the “real-world” life and practice of law.

Here is an abridged version of my remarks:

There is an ancient Chinese curse: “May you live in interesting times.”

And indeed, this is a very interesting time to become a lawyer, what with political and economic upheaval not only in the United States but around the world, transformational advances in science and technology, and dramatic social changes in the ways we interact with each other as human beings. How can we poor lawyers — “highly paid janitors in the

basement of society,” in the words of a former Harvard Law School dean — expect to keep up when the landscape around us is changing literally every day?

Almost exactly 40 years ago, before most of you were born, I graduated from law school and attended an orientation program very much like this one, with classes on specific legal skills such as drafting wills, handling personal injury cases and presiding over real estate closings. Because that's what lawyers did back then.

Well, a lot has changed in the last 40 years, and today I am doing virtually none of the legal work that I was taught to do back then. Here are some of the services I perform for my clients that didn't even exist in 1980:

- Forming limited liability companies, which weren't invent-

ed until 1988.

- Drafting information technology agreements (the personal computer revolution didn't happen until about 1984).

- Advising clients on their website and social media marketing activities (the Internet came into our lives in the early 1990s, social media shortly after the new millennium).

- E-commerce transactions (eBay and Amazon weren't even incorporated until the early 1990s).

The list goes on and on. So how did I learn to do all of this newfangled stuff?

Answer: I had to teach myself. There were no textbooks, no continuing legal education courses, no mentors to help me figure things out.

How did I teach myself? I read everything I could find. Whenever a new book came out on an emerging technology, law or regulation I

knew my clients would care about, I bought it, regardless of the price.

As soon as I had read enough, I started teaching classes and speaking to business groups about the “legal ramifications” of these new developments. Why? Because nobody else was doing it and I wanted to get ahead of the competition. By doing the research for these classes and finding the answers to the often-challenging questions my audiences asked me, I became the “legal expert” on these new things. That earned me both clients and a solid reputation with my professional peers.

But enough about me. What will your professional future look like?

It's always a mistake to try to predict the future. When you make the attempt, you almost always get it wrong. My crystal ball is no better than anyone else's. For all I know, we will be fighting World War VI in 40 years.

But here are two predictions

I think I can safely make about what your next 40 years as a lawyer are going to look like:

First of all, I think it's a safe bet that, 40 years from now, you will be dealing with legal issues the likes of which we can't even imagine today, due to new technologies, social change and an ever-shrinking, increasingly digital world.

The key to your personal and professional success will be to stay ahead of the curve the way I learned to do. Identify how all these changes will impact the law and then get out there and become the “expert” your clients and colleagues turn to for answers. Until the courts, legislatures and regulatory agencies tell us all what to do, try to identify the likely paths they will take and advise your clients on the best ways to plan for



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# Calendar

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

## 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](http://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](http://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](http://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 [ogdenweberchamber.com](http://ogdenweberchamber.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 Bank Main Branch, 12 S. Main, Layton. Free. Registration can be completed at (801) 813-1729 or [brady@fnbutah.com](mailto: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](http://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](http://holladaychamber.com).

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

**"Recruiting Your Best Candidates Ever,"** a Women's Business Center event. Speaker is Judy Thimakis, HR project consultant at Rocky Mountain HR Solutions. Location is the Women's Business Center, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$20. Details are at [slchamber.com](http://slchamber.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](http://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](http://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](http://sslchamber.com).

## June 27, 5:30-7:30 p.m.

**Contactos**, a Utah Hispanic Chamber of Commerce networking event. Location is 244 W. 300 N., Suite 100, Salt Lake City. Free for members, \$10 for nonmembers. Details are at <http://www.utahhcc.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](http://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. 5400 S., Taylorsville. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://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 [westjordanchamber.com](http://westjordanchamber.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 Deseret Drive, Kaysville. Free. No RSVP required. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

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

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

**Women in Business Luncheon**, a ChamberWest event. Speaker Ken Ivory of the Utah House of Representatives will discuss "Shattering the Glass Ceiling: Pursuing Happiness 101." Location is Crystal Inn Hotel & Suites, 2254 W. City Center Court, West Valley City. Cost is \$20 prior to July 3, \$30 for nonmembers or at the door. Details are at <https://chamberwest.com/events/details/women-in-business-luncheon-683>.

## 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](http://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 [employerscouncil.org](http://employerscouncil.org).

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

**"How to Read Financial Statements and Metrics,"** a 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 11, 7-8:30 p.m.

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

## 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](http://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](http://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 [westjordanchamber.com](http://westjordanchamber.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](http://employerscouncil.org).

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CALENDAR

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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 westjor-danchamber.com.

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

**“Creating Work-Life Bal-**

**ance 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.

**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 16, 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.

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, 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 employer-scouncil.org.

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, 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. 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.

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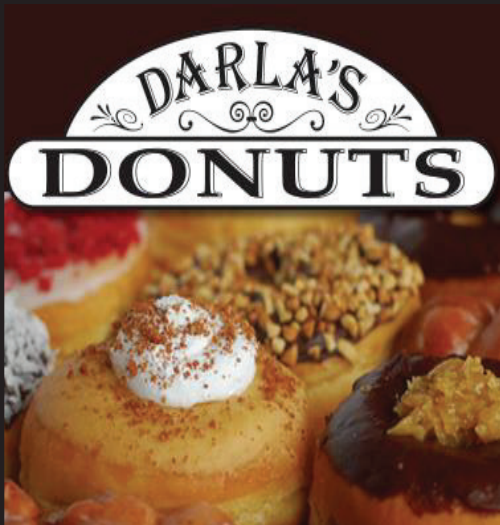
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## Business Tech

### Technology and investing: Apps lead to creative money-making opportunities

One of the best things about technology is that it makes almost anything accessible to anyone at any time. Even things that were previously complex or required the help of a professional, can now be done on your own. This evolution carries over into the world of investing, where technology has led to some extremely creative investment opportunities.

Let's start with an original pioneer of investing, TD Ameritrade. TD Ameritrade is a stock-trading platform designed to make you as successful as possible. The company has been around for over 40 years and has taken that experience and turned it into some great features for both mobile and web trading.

Whether you're an active day trader or a just holding on to stocks for some long-term investing, TD Ameritrade has the tools to assist you. Each platform provides you with access to research, live financial news, market scans, heat maps, community discussions and much more. These are all great

tools, but they can be somewhat overwhelming when you're just getting started.

Sure, they offer a lot of features to assist your trading, but they also do all that without charging you to use their platforms. They also offer training and education to help turn you into the investor you want to be. All of this, combined with their own support team and the community forum, and you have access to countless resources.

Looking through the TD Ameritrade platforms may be a little overwhelming to those new to investing, and that is probably why the extremely simplified mobile investing app, Robinhood, is growing at such an impressive rate. Robinhood gives the novice investor everything they need to get started and they even offer a paid version of the app that has the more-complex investing tools and charts for the more-seasoned investor.

Robinhood, like TD Ameritrade, lets you invest your money

commission-free into traditional stocks and ETFs. However, unlike TD Ameritrade, Robinhood lets you invest in cryptocurrencies like Bitcoin, Ethereum and others. So, if that is an area that interests you, you may want to avoid TD Ameritrade.

Robinhood has also started the option to receive daily "Snacks." Snacks are quick and easy-to-understand doses of daily news focused on finance. If reading isn't your thing and you would rather listen to their news updates, you can catch their daily 15-minute podcast. With Robinhood, whether you're reading your Snack, listening to their podcast or scrolling through the app, the core of this platform is simplicity.

If you are looking for a less traditional investing opportunity, or if you're an avid car lover, Rally Rd. is where you will want to invest. This iOS-only mobile app sells shares of premium classic vehicles to investors. Their team hand-selects which investment vehicle to purchase, then registers the vehicle's title under an LLC and sells shares of ownership. With classic cars appreciating ev-

ery year, it could be one of the safer, more conservative investments.

This is a great way to get more involved with cars if that is already a passion of yours. However, do not expect to get too hands-on. Even though you may own a portion of the vehicle, you will never be able to drive it — which is understandable, considering the number of owners and the risk that would be involved.

Another great mobile investing app is Acorns. Like an actual acorn, Acorns starts off small and grows into something great. The app automatically rounds up leftover change from your everyday purchases and sets that aside for you to either save or invest. For example, if you purchase a cup of coffee for \$2.75, Acorns would round up to \$3 and deposit that 25 cents into your investing account.

Acorns is the only micro-investing account that allows you to invest your spare change. When your money is invested, it is automatically distributed over 7,000 stocks and bonds, assuring a well-diversified portfolio.

The app allows you to choose between a wide range of portfolio

options. Portfolios can either be Conservative, Moderately Conservative, Moderate, Moderately Aggressive and Aggressive. All of these portfolio options are created with the help of Nobel Prize-winning economist Dr. Harry Markowitz.

This Acorns app is more than just an investment app; it is a finance app designed to lead you toward financial security. It helps you track your savings and spending, not just your investments. They have even partnered with large companies like Nike, Airbnb, Expedia, Lyft and Walmart to form a cash-forward program. In this program, companies will offer a percentage of your purchase to be given back directly into your Acorns account. So for example, if you spend \$200 at Nike and they have a 5 percent invested-back offer, Nike will automatically invest \$10 of that purchase into your account.

Another large partnership that Acorns has formed is with Visa. They have teamed up and

see TECHNOLOGY page 18

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## CALENDAR

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### 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 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](http://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](http://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 [westjordanchamber.com](http://westjordanchamber.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 [employerscouncil.org](http://employerscouncil.org).

### July 31, 8 a.m.-3:30 p.m.

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

### 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](http://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](http://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.com](http://davischamberofcommerce.com).

### Aug. 6, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a South Jordan Chamber of Commerce event. Location to be determined. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### 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](http://employerscouncil.org).

### Aug. 7, 5-7 p.m.

**Business After Hours,** an Ogden-Weber Chamber of Commerce event. Location is Weber County Fairgrounds,

see CALENDAR page 17



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## Opinion

# Stomping on prosperity: Will the real tariff man please stand down?

The air always swirls with popular myths that, when repeated constantly, are taken by some to be indisputably true. One such myth today is that President Donald Trump is unique among presidents in standing up firmly to the Chinese and other foreigners to stop them from harming us economically with their import restrictions, export subsidies and illegal immigration. According to that theory, the tariffs he uses to counter these foreign practices are to our benefit. As such, we should purportedly welcome them with gratitude.

Trump is indeed unique among modern presidents in his eagerness to use tariffs. But his vaunted “toughness” in using them is nothing for us Americans to applaud: We should instead condemn their use. Trump’s so-called “standing up” to foreigners is more like stomping on Americans’ freedom and prosperity.

The fundamental reality most people forget is that when foreign governments artificially make their exports to the United States more abundant and less expensive, we’re the winners. We Americans reap the gains. Foreign consumers and taxpayers are the poor souls who predominantly suf-

fer the burden. While some U.S. producers admittedly suffer from this competition, the truth is that when Trump bargains hard to stop other governments from subsidizing their exports, he inflicts more harm on his fellow Americans overall, in the form of higher prices and reduced supplies. If successful, his bargaining may actually help foreign consumers and American taxpayers. Unfortunately, it’s more likely that foreign governments won’t cave and may instead retaliate. Then we’ll all end up with higher tariffs.

Each tariff Trump imposes is a tax on Americans. This is true regardless of why he claims he does it. It’s true when he wants to protect his friends in the steel industry against foreign competition. It’s true when he does it in the name of telling the Chinese government how to rule China or not to steal our intellectual property. It’s true when he uses tariffs to force the Mexican government to stop immigrants from entering Mexico through its southern border — something he fails to do for the United States. And it’s true when he uses tariffs as leverage to get a “better” trade deal with Canada and Mexico or with the

Europeans.

Leaving aside for now the fact that this has failed repeatedly as a strategy to force countries into making concessions they weren’t willing to make in the first place, we must face the truth that these tariffs are a penalty Trump forces on those of us who choose to buy imports. This is obvious to anyone who reads through the comments submitted to the Office of the U.S. Trade Representative on proposed new duties on Americans who import from China. You’ll read heartbreaking stories like this: “We are concerned that this tariff could single handedly reverse over half a century struggling through the journey to support our large family and our many loyal employees.” Or this: “Margins in our sector are already very thin, and the proposed incremental duty would result in us shutting down the business.”

These duties that our self-proclaimed “Tariff Man” president is so proud of will have long-lasting consequences — none of which are good. American natural gas companies selling in China, for instance, have not only seen their market diminish steadily since the beginning of the trade war, but it’s now at risk of disappearing completely if trade negotiations collapse.

Farmers, obviously, have taken a serious hit thanks to multifront trade wars — a hit that the president attempts to soften with billions of dollars in subsidies paid for through higher taxes on other Americans.

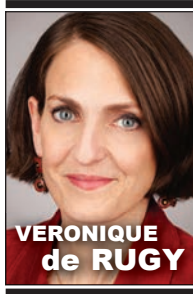
Automakers have operated in a state of uncertainty, not knowing when the next large tax hikes on auto parts or automobiles will materialize. They also live with the uncertainty of whether and when they may be subjected to stricter and counterproductive rules of origin through the new NAFTA.

On the other hand, if you define “standing up” for Americans as imposing a massive tax increase on us, then, yes, the president is indeed standing up for us. According to Bryan Riley at the National Taxpayers Union, the potential 2019 inflation-adjusted tax burden of the Trump tariffs at our current import level is the biggest tax increase Americans have been subjected to since World War II.

Maybe it’s time for the president to take a seat.

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

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VERONIQUE  
de RUGY

## America's allies are chipping away at the dollar as the world's currency

We recently watched an unusual spectacle. The foreign minister of Germany, one of the United States’ closest allies, went to Tehran and announced that a European payment system, designed as an alternative to the dollar-based one, would soon be ready. This visit was made in coordination with Britain and France, both of which helped create the new payment mechanism, called INSTEX.

INSTEX will probably fail or prove to be wholly inadequate in the short term. The dollar’s dominance in global transactions — which has been a huge benefit for America — will be hard to displace, but INSTEX is a warning sign, the canary in the coal mine. America’s closest allies are working hard to chip away at a crucial underpinning of U.S. global power.

Why? It’s simple: the Trump administration’s abuse of this power. The United States sits atop the world for now, but there are forces eroding that lofty status. Some of these are deep structural shifts, like the rise of China. But as *The Economist* points out, others are reactions to a pattern of hegemonic abuse.

Consider the trigger for this search for an alternative to the dollar. Britain, France and Germany are all signatories to the 2015 Iran nuclear deal. When the Trump administration unilaterally reneged on the pact last year — even though Iran had abided by it — the U.S. reimposed sanctions, using its dollar power to prevent other countries from doing business with Iran (since most international transactions use the dollar for convenience). Furious at this misuse of au-

thority, the Europeans have set about trying to create a new payment system.

They are not the only ones. The Chinese, Russian and Indians have also been trying to create mechanisms that would allow them to escape the hegemony of the dollar. So far, these efforts have been largely ineffective. But if so many major trading nations, including key European ones, set out to subvert the dollar, they will eventually have some impact. Once upon a time, the British pound was the dominant international currency, but it was supplanted by the dollar. There is no iron law that says the dollar will be king forever.

Or look at the way the Trump administration has been wielding the threat of tariffs. In many cases, the administration has invoked “national security” concerns. The law that allows the president to levy such tariffs was passed during the Cold War to enable the country to preserve critical industries that might be needed to sustain the geopolitical contest with the Soviet Union. Canadian aluminum and Japanese-made SUVs don’t fit the bill, even if Trump thinks otherwise. As Jennifer Hillman, the former general counsel to the Office of the U.S. Trade Representative, wrote recently in *The New York Times*: “If the United States can justify tariffs on cars as a threat to national security, then every country in the world can most likely justify restrictions on almost any product under a similar claim.”

The United States has legitimate complaints about China’s trade practices. Beijing will often follow the letter of the law but find clever ways to undermine its spirit

through loopholes and exceptions. But that is precisely what the Trump administration is itself doing. By misusing the national security exemption, it is weakening the very trade rules and international laws that it is asking China to follow. If I were a Chinese negotiator, I would simply explain that I would follow trade rules just as much as Donald Trump does.

Or consider Trump’s efforts to crush Chinese tech behemoth Huawei. So far, very few countries have followed America’s ban, but almost all are surely noting that if they remain reliant on crucial American technologies, Washington could sud-

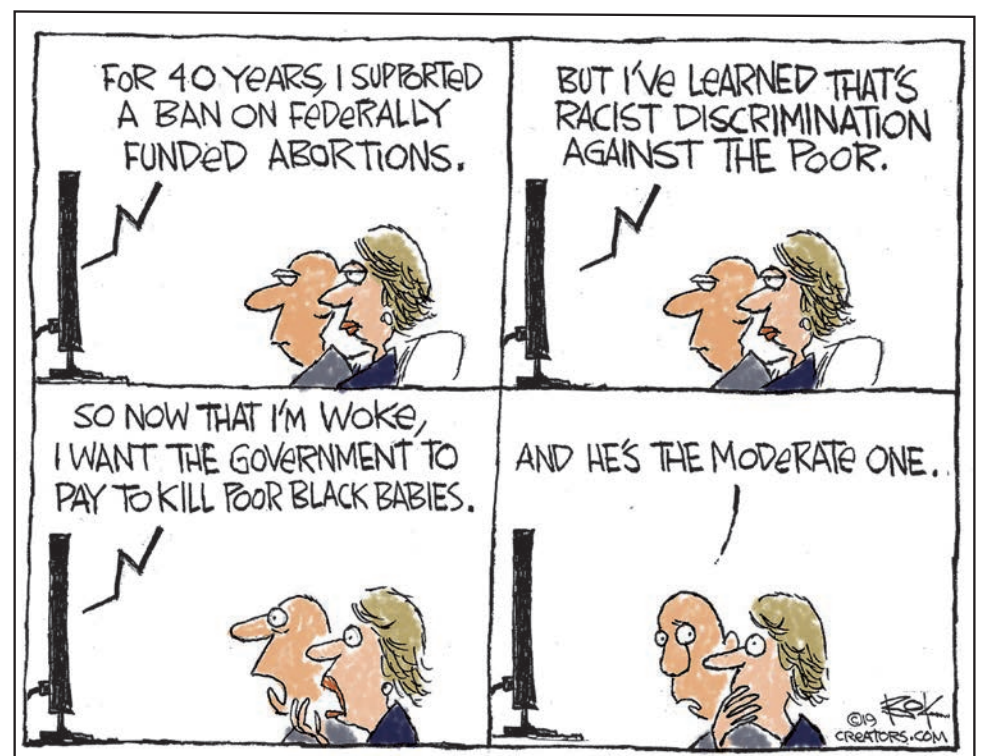
denly cripple them on a whim. The result will be a greater desire for technological self-reliance and a shift away from American companies.

America still occupies a unique position in the world. But it is clear that we are moving into an era in which more players will have more power. Twenty years ago, China accounted for 3 percent of global GDP; today its share is 15 percent and rising. In such a period, it is all the more important that Washington act with restraint,

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FAREED  
ZAKARIA



## CALENDAR

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1000 N. 1200 W., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.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.

**WIB Luncheon,** a Davis Chamber of Commerce event. Location is 850 N. 2200 W., Layton. Cost is \$20. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### 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](http://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, 7:30-8:30 a.m.

**"Eggs & Issues,"** a Murray Area Chamber of Commerce event. Speaker is Rosalba Dominguez, candidate for Murray City Council's District 3. Location is Anna's Restaurant, 4770 S. 900 E., Salt Lake City. Free unless ordering from the menu. Open to everyone. Details are at [murraychamber.org](http://murraychamber.org).

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

### 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/university-of-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](http://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.com](http://davischamberofcommerce.com).

### 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](http://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. Details are at [slchamber.com](http://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](http://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](http://davischamberofcommerce.com).

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

**Southwest Valley Women in Business.** Location to be determined. Details are at [southjordan-chamber.org](http://southjordan-chamber.org).

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

### Aug. 21, 8-9:30 a.m.

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

### Aug. 21, 8-9:30 a.m.

**Chamber Launch,** a Salt 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](http://slchamber.com).

### Aug. 22

**ACG (Association for Corporate Growth) Utah Golf Tournament.** Activities begin with 7:30 a.m. breakfast and registration. Shotgun start is at 8:30 a.m. Lunch and awards follow play. Location is Englewood Golf Course, 1110 E. Eaglewood Drive, North Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers, \$1,000 for a four-some. Sponsorships are available. Details are available by contacting Linda Blake at [linda@acgutah.org](mailto:linda@acgutah.org).

### Aug. 22, 7-8:30 p.m.

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

### Aug. 23, 7:30-8:30 a.m.

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

### Aug. 23, 9 a.m.-6:30 p.m.

**2019 Utah DMC Annual Conference,** a Utah Digital Marketing Collective event. Location is Megaplex Theatres at Jordan Commons, 9335 S. State St., Sandy. Cost is \$299 for early-bird tickets, \$399 for standard tickets through Aug. 3, and \$449 thereafter. Details are at <http://www.utahdmc.org/dmc-2019>.

see CALENDAR page 18

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## CALENDAR

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### 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.

### Aug. 23, noon-1 p.m.

**Women in Business Brown Bag Lunch**, a West Jordan

## ZAKARIA

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use international institutions and try to establish consensus. As I write in the current issue of *Foreign Affairs*, "The rule for extending liberal hegemony seems simple: be more liberal and less hegemonic." Trump appears intent on doing the opposite.

The administration is acting to achieve some short-term gains in limited transactions with other countries. But by abusing its power to do so, it is putting at risk the structure of the international system in which American power is so deeply embedded. It is a bad trade and one for which all Americans will pay the price in decades to come.

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

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## TECHNOLOGY

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come out with the Acorns Visa debit card. It is now the only checking account with a debit card that invests, saves and earns you money as you use it. This investing platform is ideal for someone who would rather be more hands-off when it comes to their investing.

Obviously like any investment, each concept requires your own due diligence before investing your hard-earned money into it. Some returns may not be what you are looking for, or maybe the concept itself is too far out there. Maybe you're a more-seasoned investor and would prefer a complex platform and these are all too basic for you. Whatever your investing experience or strategy is, thanks to technology there is an option out there for you.

Bahar Ferguson is president of Wasatch I.T., a Utah provider of outsourced I.T. services for small and medium-sized businesses.

Chamber of Commerce event. Location is Residence Inn, 7558 S. Plaza Center Drive, West Jordan. Free. Details are at westjordanchamber.com.

### Aug. 27, 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 members, \$30 for nonmembers. Details are at ogdenweberchamber.com.

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

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

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

**"Let's Do Lunch,"** a South Jordan Chamber of Commerce event. Location to be determined. Details are at southjordanchamber.org.

### Sept. 4, 8 a.m.-noon

**"Basic I-9 Compliance,"** 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.

### Sept. 5, 7:30-9 a.m.

**Chamber Speaker Series,**

## GRAHAM

from page 6

possess job ownership and woe to anyone who attempts to invade their territory.

There's another view: Keep your eye on the goal, not yourself. *Adaptability: A Primer* author Daniel Goleman calls it "adaptability competency" and he describes it as "being able to juggle multiple demands and adapting to new situations with fresh ideas or innovative approaches."

The implications are described by Goleman in follow-ups with MBA students five to 19 years after graduation: "A strength in adaptability predicted their life satisfaction, and in fact, their career success."

When you keep your eye on the goal, the path forward becomes clear.

All of which is to say, fixing it isn't a job; it's a mission that becomes a career.

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

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

### Sept. 6, 8 a.m.-4:30 p.m.

**"PHR/SPHR Study Programs,"** an Employers Council event focused on preparation for those exams and taking place over five consecutive Thursdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$1,395 for members, \$1,595 for nonmembers. Details are at employerscouncil.org.

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

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

### Sept. 6, 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.

### Sept. 10, 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.

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

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Weber State University, Stewart Stadium Sky Suites, 3870 Stadium Way, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

### Sept. 12, 7:30 a.m.-4 p.m.

**Water Innovation Summit 2019 "BusinessH20,"** presented by the Salt Lake Chamber and U.S. Chamber of Commerce. Theme is "Promoting Innovative Solutions to Water Scarcity: Water Management Best Practices from the United States and Israel." Location is Snowbird Center, Tram Building, 9385 S. Snowbird Center Drive, Snowbird. Cost is \$85. Sponsorships are available. Details are at slchamber.com.

### Sept. 12, 8 a.m.-2:30 p.m.

**"Strategic Talent Acquisition,"** an Employers Council event. Location is



# CLASSIFIED

## VOLUNTEER



### International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$205. Details are at employerscouncil.org.

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

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

### Sept. 13, 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.

### Sept. 17, 8 a.m.-noon

**"Working with Multiple Generations,"** 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.

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

**Business Alliance Networking Luncheon**, a Davis Chamber

of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

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

**Southwest Valley Women in Business.** Location to be determined. Details are at southjordanchamber.org.

### Sept. 18, 8 a.m.-2 p.m.

**"CO — Salt Lake City: A Forum for Small and Growing Businesses,"** presented by the U.S. Chamber of Commerce, MetLife and the Salt Lake Chamber. Location to be determined. Details are at slchamber.com.

### Sept. 19, 8 a.m.-4 p.m.

**"Supervisory Skills: Taking It to the Next Level,"** an Employers Council event taking place over two consecutive Thursdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$345. Details are at employerscouncil.org.



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## ENNICO

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the most likely outcomes. Don't just be a dispenser of today's legal information. Become a "tomorrow" lawyer that shapes the way the law responds to social and technological change.

My second prediction for the future isn't as much fun to talk about. I think that your generation of lawyers is going to have a huge challenge that my baby-boom generation didn't have to face. Forty years from now, if present trends continue, virtually all of the things lawyers do today for their clients will be done by software of some kind — artificial intelligence, algorithms, "bots" and cloud-based solutions are replacing lawyers even today.

Your challenge over the next 40 years will be to stay one step ahead of the machines.

How will you do that? Beats me. With apologies to "Game of Thrones," my long watch is done. You've got to figure the rest out, because I'm going to go to Disney World and have me some fun before I start circling the drain. Good luck to all of you in meeting the challenges of the future. And remember: This is one of the many reasons nature gives us liquor.

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

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