

### Focus



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## Trade war could have 'significant' Utah impact

**Brice Wallace**  
*The Enterprise*

It's the middle of Year 2 of what Joseph Brubaker calls "the never-ending hot topic."

It's the U.S.-China trade conflict, chock full of multiple rounds of tariffs, delays in implementing those tariffs, escalations in the severity of the tariffs, uncertainty about the trade war outcome, and U.S. companies considering complex approaches in order to continue trading with China while the tariff wars occur.

"It's been a very, very eventful two

years," Brubaker, an international trade attorney at Kirton McKonkie, said during a seminar last week on international trade law.

"It is a challenging, difficult time, and there is no question about that," Miles Hansen, president and CEO of World Trade Center Utah (WTC Utah), told the crowd at the seminar, presented by WTC Utah, Kirton McKonkie and the Utah State Bar. "None of us have a crystal ball. None of us knows where this is going."

Where it goes could have a significant impact on Utah's economy. On the export side alone, WTC Utah has said that Utah shipped nearly \$577 million in goods

to China in 2018 despite the figure slipping from prior years. In the second quarter of 2018, China was the second-ranked export destination for Utah information technology and software products, second-ranked for outdoor recreation, third-ranked

**see TRADE WAR page 18**

## Report: Utah is among leaders in clean energy

A new report indicates that Utah is among state leaders in seeing growth in renewable energy generation.

The report, titled "Renewables on the Rise: A Decade of Progress toward a Clean Energy Future" and compiled by Frontier Group and Environment America Research & Policy Center, shows that Utah saw significant growth in wind and solar power generation between 2008 and 2017, as well as growth in the sales of electric vehicles (EVs).

Utah ranked ninth among states for the increase in annual solar power generation between 2008 and 2017, when it grew by 2,262 gigawatt-hours. The state's wind power generation grew 39-fold during that time, from 24 GWh to 935 GWh, with the 911-GWh growth ranking 27th among states.

Combined, wind and solar in 2017 totaled 3,197 GWh, or enough to power 297,000 homes and account for 10.6 percent of total Utah electricity consumption — 19th among states. For comparison, North Dakota led states, with 58.3 percent of its consumption coming from wind and solar generation. Kentucky was last, with 0.1 percent.

Utah was eighth among states for EV sales, with 2.8 EVs sold per 1,000 registered vehicles. Through 2017, Utah had 2,639 EV sales.

Nationally, energy from solar rooftops

**see ENERGY page 4**



Gov. Gary Herbert leads a panel discussion on ways to improve rural Utah's economic situation during the recent Utah Rural Summit at Southern Utah University in Cedar City.

## Summit focuses on innovation to enhance rural Utah economy

Speakers and participants at what organizers touted as the longest-running rural development conference in the nation focused on "innovation through entrepreneurship and partnership" during the recent 2019 Utah Rural Summit in Cedar City. Utah politicians, business owners, educators and students gathered in the Hunter Conference Center at Southern Utah University for the networking and development event. More than 500 attended the event, doubling last year's attendance.

During the final day of the summit, Gov. Gary Herbert stressed the need for innovative thinking to help rural Utah economically catch up with the rest of the state. The governor promoted the annual summit as an event that allows leaders from around the state to converge and find new ways to grow rural Utah's economic base.

**see RURAL page 18**



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# Fintech company Brex to open in Salt Lake area with up to 1,000 new jobs

**Brice Wallace**  
The Enterprise

A relatively new financial technology company will expand in Utah, bringing up to 1,000 jobs over the next seven years.

Brex, a company that provides corporate credit cards for young companies, made the announcement last week after being approved for a tax credit incentive by the Governor's Office of Economic Development (GOED) board.

The company currently is in a temporary office location in Salt Lake City and has yet to decide whether the permanent site will be in Salt Lake County or Utah County.

Founded in 2017 and based in San Francisco, the company

originally focused on technology companies but has advanced to e-commerce and life sciences companies. It has raised over \$382 million from venture capital investors.

"We're super-excited about this project. It's one of the largest projects we've had in a while," Thomas Wadsworth, GOED associate managing director, told the board. "It's extremely difficult for early-stage entrepreneurs to get credit, and this company is aiming to help bridge that gap by looking at a number of different metrics — different than traditional corporate credit cards — to be able to provide capital for these companies to grow."

The company considered several sites. GOED documents indicate that the options included New York City and Vancouver, Canada.

"We're super-excited about being here today in Utah," Michael Tannenbaum, Brex chief financial officer, told the board. "We've been thinking for a long time about how we can expand our talent base."

The company considered the overall talent pool and the availability of fintech talent, plus the base of strong sales, customer support, engineering and financial

services talent, he said. Utah also fared well because of the strong support for the project by GOED and the Economic Development Corporation of Utah, he added.

"I think for us, as we started to weigh the options, we really wanted to pick this location," Tannenbaum said. "It really has ... a deep talent pool. It's something that we're super-excited about as we start to scale our company and grow outside of San Francisco, where we've been headquartered since we got started."

The incentive is for up to about \$2.7 million. The \$23.4 million project is expected to generate new wages of \$281.4 million over seven years and new state tax revenue of nearly \$11 million during that time. The new jobs are expected to pay an average of \$80,000.

Wadsworth said the job mix will include not just customer service, sales and marketing positions but also some headquarters functions such as finance, accounting, human resources and engineering.

"We're extremely excited about the opportunity this has to bolster our fintech sector," Wadsworth said, adding that Utah has found a niche with companies in two industry clusters, such as financial services and IT/software.

## UofU enrolls first MBC class of entrepreneurs

A nine-month course at the University of Utah designed to help entrepreneurs launch and scale a new company has its first class. The Master of Business Creation (MBC) program at the David Eccles School of Business' Lassonde Entrepreneur Institute enrolled 26 founders from 20 companies to its inaugural course for the fall semester.

The companies involved range from fashion and education management to marketing automation and medical devices. Individual founders and founding teams were admitted with full scholarships to cover the cost of the programs. All have already made progress in starting their companies and are looking to refine them to grow sales and attract investors, among other goals, the

institute said in a release.

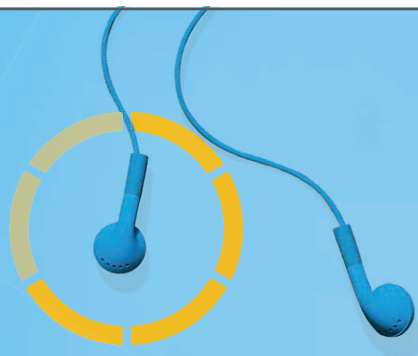
"We couldn't ask for a more capable group of founders with diverse businesses aspirations to begin our unique Master of Business Creation program," said Taylor Randall, dean of the David Eccles School of Business. "We think the program will be a model for other schools that want to provide entrepreneurs with a graduate experience that focuses on their startup as the case study. Everything they do will be tailored to help them reach their business objectives."

The Eccles School and the Lassonde Entrepreneur Institute created the MBC program to blend the best attributes of a business curriculum with a startup accelerator. The founders develop their startups during the entire program while taking classes from experts

and receiving extensive resources and mentorship to help them address their immediate business needs.

People who join the program are called "founders." They are entrepreneurs focused on creating a new business through applied curriculum, practicum labs and learning by doing, Randall said.

"We are creating a new type of learning experience for entrepreneurs," said Todd Zenger, presidential professor and chair of the Department of Entrepreneurship and Strategy at the UofU. "The founders in the program have already made tremendous progress with their new venture ideas, and we look forward to seeing what more they can do by working with our leading faculty, mentors and startup resources."



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## MarketStar acquires Dublin's Product2Market sales firm

MarketStar, a Wasatch Group company based in Ogden, has acquired Product2Market, a Dublin, Ireland, inside sales and sales development company. MarketStar said it expects the acquisition to pair the two sales acceleration companies to form the global leader in outsourced sales solutions.

Established in 2010, Product2Market has become a source for sales-focused organizations looking to grow market share across European markets. MarketStar said the deal reaffirms its commitment to the European region and further strengthens its capabilities and delivery. It said Product2Market will be fully integrated with MarketStar and its management group and employees will become part of MarketStar's team. The two companies have had a three-year strategic partnership and several shared clients.

Founded 1988 by Alan Hall in Ogden, MarketStar now employs more than 1,200 people worldwide.

"We are thrilled to become part of MarketStar," said Anthony Byrne, former Product2Market CEO and now managing director of MarketStar's new European office. "MarketStar has a 30-year track record of outstand-

ing results for their clients. They attract and work with prestigious technology clients from around the world. We really believe this acquisition will enable our strategy to build a company that will be the global leader in sales services to high-growth industries."

"As we look at how to accelerate international growth for clients and employees, acquiring Product2Market provides us with an opportunity to solidify our position in the European market and increase our global sales capabilities. It also enables us greater access to the rich talent pool of Ireland," said Keith Titus, president and CEO of MarketStar. "Combining MarketStar's heritage of building scalable revenue acceleration programs with Product2Market's intimate knowledge of Europe is a key accelerator to our overall growth strategy. This is a big win for our customers."

"Our clients are excited that we can quickly and effectively provide best-in-class services and products on an international scale, especially in Europe, all while attracting and retaining great talent," said Paul Grant, chief customer officer for MarketStar. "Our customers genuinely appreciate that we are continuing our strategic growth plan and serving them in new markets and in new ways."

## ENERGY

from page 1

and utility-scale power plants grew 39-fold since 2008. In 2008, it produced only 0.05 percent of the nation's power. In 2017, it produced 2.1 percent. At the end of the 2018 first quarter, the nation had enough solar capacity to power more than 10 million homes.

Meanwhile, wind energy has increased nearly five-fold. In 2008, it produced 1.5 percent of the nation's electricity, or enough for more than 3 million homes. In 2017, wind accounted for 6.9 percent of U.S. power, or enough to power 24 million homes.

"Over the last decade, clean energy has grown by leaps and bounds," the report said. "Technologies that can help America shift away from fossil fuels — like solar panels, wind turbines, LED light bulbs, energy storage and electric cars — have gone from novelties to core features of the nation's energy landscape."

A decade ago, wind turbines and solar panels were novelties but now are everyday parts of the

nation's energy landscape, it said. "Electric cars and the use of batteries to store excess electricity on the grid seemed like far-off solutions just a few years ago; now, they are breaking through into the mass market," it said.

Annual sales of electric vehicles in the U.S. have grown to more than 100,000, and battery energy storage has grown 17-fold, the report said. Over the past decade, EV sales totaled 395,000. Annual sales topped 100,000 for the first time in 2017. During that year alone, EV sales grew by 24 percent.

The report said that if renewable energy generation grows by 14 percent per year — or about two-thirds of the current growth rate — wind and solar sources will produce enough power to meet all of the nation's current electricity needs by the year 2035.

"The U.S. can and must accelerate our clean energy progress and end our dependence on fossil fuels in order to prevent the worst impacts of global warming," it said. "Transitioning to clean, renewable energy will also improve our health by preventing hazardous air pollution."





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# Succeeding in Your Business

## Registering your nonprofit for tax-exempt status the easy way: Part 2

In July 2014, the IRS adopted Form 1023-EZ, a simplified application process for nonprofit organizations that wish to obtain tax-exempt status under Section 501(c)(3) of the Internal Revenue Code.

Your organization is not eligible to use Form 1023-EZ if:

- It has more than \$250,000 in total assets.
- It has gross receipts of more than \$50,000 a year or anticipates that it will.
- It exceeds \$50,000 in gross

receipts in either of the next two years.

- It is organized as a limited liability company (LLC).
- It is based overseas.
- It has another application for 501(c)(3) status pending with the IRS.
- It is a church, university, hospital or one of several other specific types of nonprofit.



CLIFF ENNICO

Form 1023-EZ is essentially a checklist — you answer a number of questions and if you answer them correct-

ly, your organization is granted 501(c)(3) status. Before registering, you sign up for an account at [www.pay.gov](http://www.pay.gov) (type “Form 1023-EZ” in the search box) and pay the \$275 filing fee by credit card or PayPal. There is no lengthy IRS review, no laundry list of follow-up questions from IRS agents you have to respond to, no bureaucratic red tape. What’s not to like?

Well, actually, quite a bit. Before you consider going online today and registering your little nonprofit club that meets three times a year in your house over

wine and cheese, consider the following.

Form 1023-EZ assumes that you are familiar with the many, many restrictions that apply to 501(c)(3) organizations. By saying you are eligible to use Form 1023-EZ, you are swearing under oath to the federal government that you understand these restrictions and are willing to comply with them. For example, most 501(c)(3) organizations:

- Must file an annual report to the IRS (for some small nonprofits, this will be the postcard filing on Form 990-N).
- Cannot engage in political activity of any kind unless they register as a qualified political organization (aka lobbying group).
- Must adopt conflict-of-interest and compensation policies for their executive directors and other key employees.
- Are subject to numerous federal and state rules and regulations restricting their fundraising activities, their dealings with donors and so forth.

If you register your nonprofit using Form 1023-EZ and then violate any of these rules (even innocently) — well, let’s just say I wouldn’t want to be in your shoes if the IRS finds out about it.

What about that “\$50,000 a year in gross receipts” limit on the use of Form 1023-EZ? What if, as a startup organization, you have absolutely no idea what your gross receipts will be in the next two years? What if you register under Form 1023-EZ, apply successfully for a bunch of federal and state government grants and end up with more than \$50,000 a year in 2020 or 2021?

The instructions for Form 1023-EZ don’t say. IRS Revenue

Procedure 2014-40, which authorized Form 1023-EZ (the text of which can be downloaded in PDF form at [www.irs.gov/pub/irs-drop/rp-14-40.pdf](http://www.irs.gov/pub/irs-drop/rp-14-40.pdf)), contains merely a cryptic statement that says, “a determination letter recognizing exemption may not be relied upon if there is a material change, inconsistent with exemption, in the character, the purpose, or the method of operation of the organization, or a change in the applicable law.” Translation: If the IRS finds out you’ve goofed, it may revoke or modify your 501(c)(3) exemption — even retroactively.

The IRS recently started looking closely at Form 1023-EZ filings in the belief that the form may be making it too easy for unqualified nonprofits to obtain tax-exempt status. According to research on Form 1023-EZ filers performed last year by the IRS Office of the Taxpayer Advocate, 26 percent to 42 percent of the time, the requirements for Section 501(c)(3) tax-exempt status were not met, and the IRS approval was erroneous. An equally large number failed to properly incorporate their nonprofits before filing Form 1023-EZ by omitting certain language in their certificates of incorporation required by Section 501(c)(3).

The bottom line: If you are planning to use Form 1023-EZ to register your nonprofit, be sure to meet with a lawyer first and have him or her review your organization’s incorporation documents, purpose, goals and management structure to be 100 percent sure you meet the Form 1023-EZ eligibility requirements and will continue to meet them in

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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.

## COMMUNICATIONS

• **Wilson Electronics**, a Salt Lake City-based company focused on cellular signal amplifier technology, has hired **Dave Donald** as CEDIA (CI) national account manager to help the company implement and refine its go-to-market (GTM) CEDIA strategy. Based in Las Vegas, Donald will be responsible for interfacing with integrators, representatives and distributors in the CEDIA channel to promote Wilson's offering of advanced cellular signal amplifier technologies. He has more than 30 years of experience in the CEDIA space, most recently as a worldwide ambassador and vice president of marketing at Origin Acoustics. He also worked as director of business development at OneVision Resources, product evangelist at Kaleidescape, and vice president of sales at Artison, among other roles.



Dave Donald

## EDUCATION/TRAINING

• The proposed **Noorda College of Osteopathic Medicine** (Noorda-COM), Provo, has appointed **Jennifer Brown** as association dean for academic affairs and **Dr. Michael L. Rhodes** as associate dean for clinical affairs. They will become part of the executive staff of Noorda-COM responsible for establishing curriculum, processes and programs for medical students attending



Jennifer Brown

ing the school. As associate dean for academic affairs, Brown is responsible for developing and executing the curriculum for students ensuring they learn everything they need for each phase of their medical academic career. She will also head the responsibilities of the medical library and learning services. Brown is working on an M.S. degree at Southern New Hampshire University. She has served in multiple positions at Kaplan Inc., including senior director of the Institutional Medical Program. As associate dean for clinical affairs, Rhodes will be responsible for student third and fourth years — their clinical years. He will set curriculum and work with community physicians to establish rotation opportunities. He will assist students' participation in clinical rotations at area hospitals and healthcare facilities where they will work with medical teams treating patients. Rhodes served as interim CMO at Utah Valley Hospital and currently serves as associate CMO, medical director of credentialing, quality and safety and designated institutional official for the South Region of Intermountain Healthcare. He has also served as medical director of informatics, program director for Utah Valley Family Medicine Residency, assistant residence director of Utah Valley Family Medicine Residency, faculty at Utah Valley Family Medicine Residency, adjunct clinical faculty at the University of Utah School of Medicine and medical director for Utah Home and Health and Hospice.



Michael Rhodes

• **Western Governors University**, Salt Lake City, is offering a first-of-its-kind **Bachelor of Science Health Services Coordination** (BSHSC) degree program to address an urgent shortage of healthcare professionals needed to navigate an increasingly complex healthcare system. The program, which began accepting applications Sept. 1, will prepare graduates to coordinate among healthcare providers, patients, caregivers and services to improve the effectiveness, safety and efficiency of an evolving healthcare system. In addition to medical coordination skills, students will develop competencies in leadership skills, cultural awareness, patient-centered care coordination, and the ability to identify and intervene with high-risk patients through WGU's proprietary Professional Leadership and Communication course. Details of

the program are available at [www.wgu.edu/BShealthservices](http://www.wgu.edu/BShealthservices).

• The **Utah Aerospace Pathways** program has been expanded to **Tooele Technical College** and the **Tooele County School District**. The program provides students the opportunity to graduate high school with a certificate in aerospace manufacturing and begin an aerospace manufacturing career. Students engage in externships with participating aerospace companies where students participate in a hands-on externship with industry experts.

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## HEALTHCARE

• **PolarityTE**, a Salt Lake City-based biotechnology company developing and commercializing regenerative tissue products and biomaterials, has appointed **Peter Cohen** as chairman of the board. He previously was lead director. He became a board member in July 2018. Cohen has more than five decades of operating and governance experience. He previously served on numerous domestic and foreign boards, including the board of directors at the NYSE. Cohen founded the investment firm Ramius Capital, was the CEO and chairman of the board of Cowen Inc., was chairman of Shearson Lehman Hutton Inc. and Republic New York Securities, and served on the board of Mount Sinai Medical Center for approximately 30 years.



Peter Cohen

• **Woodward Park City**, an action sports and ski resort, will open for the 2019-20 winter season. The resort will feature indoor

## HOSPITALITY/FOOD SERVICE

and outdoor action sports venues for year-round adventure. It is designed to encourage intuitive growth and progression in 10 different sports and activities, including snowboarding, skiing, tubing, mountain biking, skateboarding, BMX, scooter, parkour, cheer and digital media. Access will be available through all-access passes, day sessions, lift tickets, drop-in sessions, day camps, lessons, monthly memberships and special events. It is part of the Powdr portfolio of adventure lifestyle businesses. Details about products and programs are available at [www.woodwardparkcity.com](http://www.woodwardparkcity.com).

• **Voxpopme**, a Salt Lake City-based video feedback and analytics company, has closed a \$9 million Series A1 equity financing led by **Origin Ventures**. The financing also included participation from existing investor **Mercia Asset Management PLC** and new investor **NVM Private Equity**. Voxpopme will use the capital to meet the growing enterprise demand for real-time video feedback, and to fund further investment in the platform. In connection with the financing, **Brent Hill**, managing partner at Origin Ventures, will join the company's board of directors. Origin Ventures is based in Salt Lake City and Chicago.

## INVESTMENT

• **Edly**, an online marketplace connecting income share agreement (ISA) investors with schools, has announced that **V School**, a Salt Lake City-based code and design school, has received \$1 million in committed funding via the Edly marketplace to finance its ISA program. The investment comes from investors on the Edly platform. Further terms of the transaction were not disclosed. V School previously funded its ISAs from working capital.

• **Tula Health Inc.**, a Kaysville-based personalized digital health platform that continuously and noninvasively monitors blood glucose and key health metrics, has closed an oversubscribed \$2.6 million seed round. The company will primarily use the funds to establish a proof of concept on engineering, apply for additional patents, and cover overhead costs.

• **Clifford Capital Partners**, an Alpine-based boutique institutional value manager, has hired **Roger Hill** as a principal and managing director. Hill has more than 20 years of industry experience. He joins Clifford Capital



Roger Hill

## LAW

• **Cordell & Cordell**, a domestic litigation firm that focuses on representing men in family law cases, has hired senior litigation attorney **Russell Gray** in its Midvale office. Gray most recently practiced family law personal injury and general litigation. Cordell & Cordell has more than 250 attorneys working in more than 100 offices across the United States and United Kingdom.

## MANUFACTURING

• **Nature's Sunshine Products Inc.**, Lehi, has announced it will enter the CBD market with a line of hemp-derived CBD products. Scientists at the company's Hughes Center for Research and Innovation have developed a series of proprietary products containing whole-spectrum hemp extracts containing naturally occurring CBD that deliver targeted levels of phytocannabinoids to trigger specific cannabinoid receptors in the body. The scientists also leveraged the company's expertise in herbal supplements to integrate unique and proprietary combinations of natural herbs, phyto-nutrients and herbal essential oils to optimize performance.

## MILESTONES

• **Ally Bank**, the Sandy-based banking arm of Ally Financial Inc., has surpassed \$100 billion in retail deposits, just months after the bank celebrated its 10th anniversary. Ally Bank has 1.9 million retail deposit customers. Through the first half of 2019, it grew retail deposits by \$9.5 billion and added more than 200,000 customers.

## OUTDOOR PRODUCTS/RECREATION/SPORTS

• The **U.S. Department of the Interior** recently announced \$170.6 million in grants from the **Land and Water Conservation Fund** (LWCF) to all 50 states, five U.S. territories and the District of Columbia for state-identified outdoor recreation and conservation

see BRIEFS next page

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# Industry Briefs

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projects. The total includes nearly \$2.3 million for Utah. LWCF funds are non-taxpayer dollars derived from Outer Continental Shelf lease revenues and are awarded through federal matching grants administered by the National Park Service. The funds are allocated to help rehabilitate and improve infrastructure at state and local parks and other recreation areas.

## NONPROFITS

• **Utah Foundation**, an independent, nonpartisan, non-profit research organization, has announced several changes to its board leadership. **Chad Westover**, CEO of University of Utah Health Plans, is the new chair. He previously served as Utah Foundation vice chair. He succeeds **Elizabeth Hitch** as chair. Hitch is retiring from her position with the Utah System of Higher Education and is departing Utah Foundation's board. **R. Dan Eldredge**, general manager of Intermountain Power Agency, is the new vice



Chad Westover



Dan Eldredge



Raymond Hall



Brian Autry

chair. He previously served as treasurer. **Raymond Hall**, chief human resources officer at Larry H. Miller Management Corp., is the new treasurer. Also, **Brian Autry**, director of hypersonic booster programs at Northrop Grumman, is now fund-raising chair. Utah Foundation's mission is to produce objective, thorough and well-reasoned research and analysis that promotes the effective use of public resources, a thriving economy, a well-prepared workforce and a high quality of life for Utahns.

## PHILANTHROPY

• **Kneaders Bakery & Café**, Salt Lake City, is working with **HOPE Fights Childhood Cancer** (HOPE FCC) to raise \$135,000 for childhood cancer research conducted by **Dr.**

**Joshua Schiffman** at **Huntsman Cancer Institute** during its fourth annual fundraiser taking place through Sept. 28. Colleen and Gary Worthington, co-founders of Kneaders Bakery & Cafe, started HOPE FCC in 2016 after learning their grandson was diagnosed with cancer. In the past four years, Kneaders Bakery & Cafe has raised \$490,300 for HOPE FCC.

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## RECOGNITIONS

• **Salt Lake City** recently honored buildings with high energy performance with its annual **"Elevate Buildings Awards."** The city's Department of Sustainability invited to a reception representatives of all buildings who participated in the city's energy-efficiency benchmarking program and received an Energy Star score of 75 or above. The city also opened up nominations for buildings to have a particular energy project recognized. **Unico Properties** received the **Energy Management Award** in recognition for its work upgrading the HVAC and damper systems in 250 Tower following a Rocky Mountain Power "wattsmart Business" audit. **City Creek Reserve** received the **Recommissioning Award** for its work in optimizing the energy performance of the HVAC system at the KeyBank Tower. The **Energy Project of the Year** was presented to **Intermountain Healthcare** for a variety of upgrades, including new air handling units and LED lighting retrofit, at Primary Children's Hospital. Other buildings that received Energy Star scores of 75 or higher are **The Courtyard Salt Lake City Downtown**, 345 W. 100 S.; **The Courtyard Salt Lake City Airport**, 4843 W. Douglas Corrigan Way; **Bay Pacific American Plaza III**, 47

W. 200 S.; **One Utah Center**, 201 S. Main St.; and **Boyer-Madsen Seventh East**, 675 E. 500 S.

## SERVICES

• **Ancestry**, a Lehi-based family history and consumer genomics company, has hired **Mike Linton** as chief revenue officer. He will lead all consumer and product marketing, with a



Mike Linton

focus on accelerating growth and continuing to build a global brand. Most recently, Linton was CMO for Farmers Insurance. He previously was CMO at eBay and Best Buy. Linton also serves on the boards of directors of The Wine Group and Medical Solutions.

• **MaritzCX**, a Lehi-based company specializing in customer experience, employee experience and patient experience, has appointed **Dave Beaulieu** as executive vice president of the Global Healthcare Division and named **Jason Macedonia** as vice



Dave Beaulieu

president of healthcare and patient experience. During his career, Beaulieu has held general management positions at several large



Jason Macedonia

companies, including GE Healthcare and Danaher. He also specialized in spearheading Consumer Assessment of Healthcare Providers and Systems (CAHPS) surveys, patient experience surveys, employee engagement surveys and physician surveys at several healthcare companies serving more than 500 hospitals and 13,000 clinicians nationwide. Prior to joining MaritzCX, Macedonia served as senior vice president of strategy and development at Avatar Solutions.

## SPORTS

• **Utah Olympic Park** recently had a grand opening and ribbon-cutting ceremony for the **Residences at Utah Olympic**

**Park**, an athlete and workforce affordable housing project at 2855 Olympic Parkway, Park City. It has both long-term apartment residences as well as short-term lodging for visiting winter sport athletes and guests. The four-story 72-unit building is owned and operated by the Utah Olympic Legacy Foundation.

## TRAVEL & TOURISM

• **DoTerra's** convention, Visit Salt Lake's largest annual convention, took place over four days last week and was expected to generate a direct economic impact of nearly \$28 million in the Salt Lake community. The convention took place at the Salt Palace Convention Center and Vivint Smart Home Arena and featured more than 30,000 wellness advocates and customers. DoTerra sources, tests, manufactures and distributes aromatherapy and essential oils.

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**Pop-Up Toaster:** Charles Strite, 1921

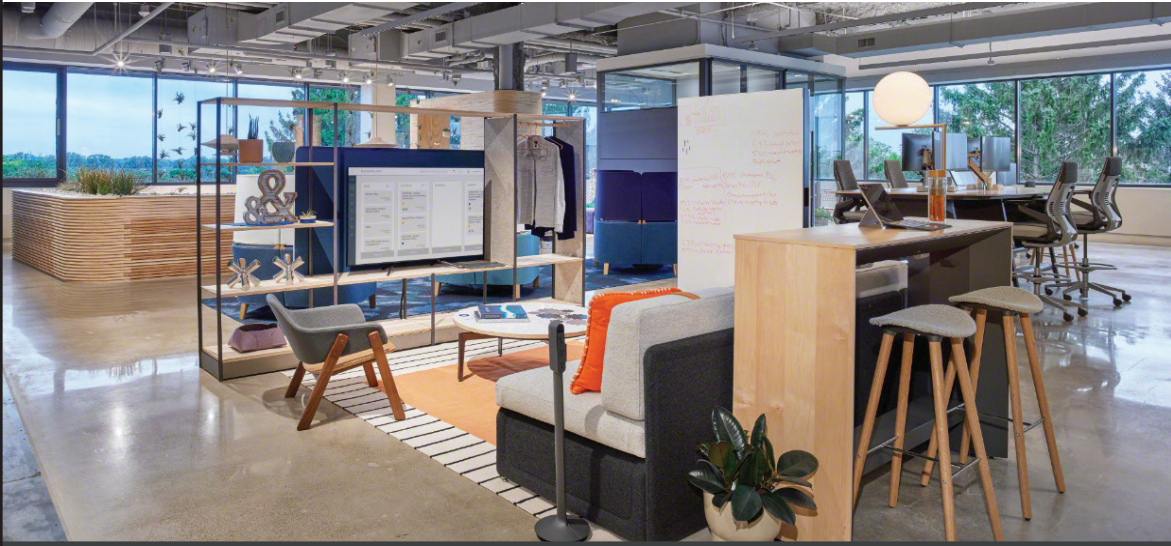




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## CORPORATE FINANCIAL REPORTS

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

### **Sportsman's Warehouse**

Sportsman's Warehouse Holdings Inc., based in Midvale, reported net income of \$5.5 million, or 13 cents per share, for the quarter ended Aug. 3. That compares with \$6.6 million, or 15 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$211.8 million, up from \$203.3 million for the same quarter a year earlier.

Sportsman's Warehouse is an outdoor sporting goods retailer.

"We are pleased with our second-quarter results, which were above our expectations on the top line, including a comparable store sales increase of 1.7 percent, and towards the high end of our outlook on the bottom line," Jon Barker, CEO, said in announcing the results.

Barker said the company will "continue to focus on our strategic growth priorities in the second half of the year with an increased focus on innovation through various initiatives, including a small-format concept test shop, expansion of our partnerships with select licensed firearms dealers across the country, and the continued roll-out of our used-firearm program. We expect continued progress against these strategic priorities which, combined with our omni-channel focus, will reinforce our competitive positioning and drive market share gains."

### **Domo**

Domo Inc., based in American Fork, reported a net loss of \$31.2 million, or \$1.14 per share, for the fiscal second quarter ended July 31. That compares with a loss of \$46.4 million, or \$4.41 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$41.7 million, up from \$34.3 million in the year-earlier quarter.

Domo is an business operating system company.

"Our focus on empowering every business decision-maker — from the frontline employee to the CEO — with actionable data is having a transformational impact on some of the world's largest companies," Josh James,

founder and CEO, said in announcing the results.

"While we continue to aggressively pursue our growth objectives, in Q2 we executed well on cost controls and improved our cash burn, and we remain committed to achieving cash flow-positive status with the cash on our balance sheet. As we look ahead, we are very optimistic about the opportunity in front of us."

### **ENNICO** *from page 6*

the future. You may also want to complete Form 1023-EZ electronically in the attorney's office — with him or her looking over your shoulder — to be 100 percent sure you don't make any mistakes.

Many charity-minded attorneys will waive their hourly charges and quote you a flat fee for these services if you ask them nicely (for comparison's sake, I currently offer such a service to my nonprofit clients for a one-time \$2,000 flat fee that includes the \$275 IRS filing fee and the state incorporation fees).

If you are at all unsure about your organization's eligibility for Form 1023-EZ, *do not file it*. To be sure, filing the regular IRS Form 1023 is a major pain in the you-know-what. You have to pull together lots of information about your organization, prepare financial projections, provide biographies of your executive director and key employees and make sure your organizational documents are 100 percent letter-perfect. You then have to wait nine to 12 months to have your application approved.

By going through this detailed application process, however, you can be sure the IRS is looking at your organization very closely to be 100 percent sure it complies with all of the 501(c)(3) rules and restrictions, making it less likely the IRS will revoke it later on without a really good reason.

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

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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.*

## Sept. 16, 9-10 a.m.

**“Put Your Dream to the Test,”** a West Jordan Chamber of Commerce event. Speaker is Seni Penitani of Community Leadership Builders of America. Location is Mountain America corporate offices, 7181 S. Campus View Drive, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Sept. 16, 1-3 p.m.

**“25 Costly HR Mistakes and How to Avoid Them,”** a West Jordan Chamber of Commerce event. Location is Mountain America corporate offices, 7181 S. Campus View Drive, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Sept. 17, 9-10 a.m.

**“Managing Conflict in the Workplace,”** a West Jordan Chamber of Commerce event. Location is Mountain America corporate offices, 7181 S. Campus View Drive, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.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](http://employerscouncil.org).

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

**“Networking to the Next Level,”** a Business Women’s Forum event. Presenter is Emma Houston, director of the diversity and inclusion for Salt Lake County. Location is 50 West Club & Café, 50 W. Broadway, Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

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

## Sept. 17, 12:30-2 p.m.

**“Privacy and Data Protection: Its Impact on Your Company Brand and Revenue,”**

part of the Cybersecurity Lunch & Learn Series presented by the Salt Lake Chamber and South Valley Chamber. Panelists include Tomu Johnson, Parsons Behle & Latimer; Kevin Abbot, The Cadence Group; Myla Pilao, Trend Micro; James Fair, Executech; and Aubrey Murray, Perpetual Storage Inc. (moderator). Location is WCF Insurance, 100 W. Towne Ridge Parkway, Sandy. Free. Details are at [slchamber.com](http://slchamber.com).

## Sept. 17, 6:30-8:30 p.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>.

## Sept. 18, 7:30 a.m.-3 p.m.

**2019 Fall Business Conference,** a ChamberWest event featuring two keynote presenters, nine breakout sessions, exhibitor tables and more. Keynote presenters are Scott Miller, executive vice president of thought leadership and best-selling author with Franklin Covey; and Lt. Gov. Spencer Cox. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$125. Details are at [chamberwest.com](http://chamberwest.com) or (801) 977-8755.

## Sept. 18, 8-10 a.m.

**M.A.C.H. Speed Networking,** a Murray Area Chamber of Commerce event. Location is Urban Arts Factory, 116 S. Rio Grande St., Salt Lake City. Free (pre-registration is required). Details are at [murraychamber.org](http://murraychamber.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 is University of Utah Alumni House, 155 Central Campus Drive, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

## Sept. 18, 8-9:30 a.m.

**“Emotion Code,”** a South Salt Lake Chamber of Commerce Women in Business event. Speaker is David Cuque. Location is Diversified Insurance, 136 E. South Temple, No. 2300, Salt Lake City. Details are at [sslchamber.com](http://sslchamber.com).

## Sept. 18, 4-5 p.m.

**CRM Training,** a West Jordan Chamber of Commerce event. Speaker Davey Warren of Pearagon will discuss customer-centered sales strategy and service excellence. Location is Mountain

America corporate offices, 7181 S. Campus View Drive, West Jordan. Free for chamber members, \$10 for nonmembers. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## Sept. 18

**Small Business Development Center (SBDC) Clinics,** including “QuickBooks” and “Tax Planning,” 5:30-6:30 p.m.; and “Simple Steps: Financing,” 6:30-8:30 p.m. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Sept. 18, 7-10 p.m.

**“Strategic Planning and Analysis for Your Growing Business,”** a Utah Microloan Fund event. Presenter is Brenner Adams. Location is the Utah Microloan Fund, 154 E. Ford Ave., Suite A, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.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](http://employerscouncil.org).

## Sept. 19, 8 a.m.-5 p.m.

**“Employer Tax Workshop,”** a Small Business Development Center (SBDC) event. Location is the Salt Lake Community College’s Miller Campus, Corporate Partnership Center, Building 5, Room 101, 9690 S. 300 W., Sandy. Details are at <https://clients.utahsbdc.org/events.aspx>.

## Sept. 19, 26

**Digital Marketing Academy,** a South Valley Chamber Business Institute event. Sept. 19 course is “SEO & Maximizing Web Traffic.” Sept. 26 course is “Pay Per Click Advertising, Google AdWords, Facebook Ads and Programmatic Display Advertising.” Each class is 8:30-10:30 a.m. Location is Salt Lake Community College’s Miller Campus, MFEC 223, 9750 S. 300 W., Sandy. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

**Annual Mayoral Roundtable Discussions,** a Davis Chamber of Commerce event featuring conversations with Davis County mayors about business and community issues. Location is Fountain View Events Center, Station Park, 164 W. Promontory, No. 200, Farmington. Cost is \$20 for members, \$25 for guests. Details are at

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

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

**“The Importance of Tech in the Aerospace Industry,”** a Silicon Slopes event. Panelists include Tricia Pilny of Parallel Strategies (moderator); Chanel Flores, aerospace and IT cluster director at the Governor’s Office of Economic Development; and Aniza Brown, chief of corporate transformation at Hill Air Force Base. Location is Venture X Station Park, 262 N. University Avenue Drive, Farmington. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## Sept. 19, 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).

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

**Lunch & Learn,** a Murray Area Chamber of Commerce event. Speaker is Officer Fernandez of the Murray City Police Department. Location is The Point After, 5445 S. 900 E., Murray. Cost is \$20 for members, \$25 for guests. Details are at [murraychamber.org](http://murraychamber.org).

## Sept. 19, 5:30-9 p.m.

**“Party for Clean Power,”** a Utah Clean Energy networking party and fundraiser. Location is Alumni House, University of Utah, 155 Central Campus Drive, Salt Lake City. Cost is \$100, \$200 for VIP ticket. Details are at <https://e.givesmart.com/events/dV0/?org=823&lvl=100&ite=657&lea=64477&ctr=0&par=1&trk=>.

## Sept. 20, 7:30-8:30 a.m.

**Eggs & Issues,** a Murray Area Chamber of Commerce event. Speaker is Brett Hales, Murray City Council candidate (District 5). Location is Anna’s Restaurant, 4700 S. 900 E., Murray. Free unless ordering from the menu. Open to everyone. Details are at [murraychamber.org](http://murraychamber.org).

## Sept. 20, 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).

## Sept. 20, 8-10 a.m.

**Third Fridays Speed Networking,** a South Jordan Chamber of Commerce event. Location is Megaplex 20, 3761 W. Parkway

Plaza Drive, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

## Sept. 20, 8-10 a.m.

**“Bagels & Business,”** a Mill at Miller Campus event. Speaker James Jackson III, assistant vice president of community development at Zions Bank, will discuss “Changing Utah’s Diversity Landscape: How Community Engagement Can Magnify the Growth of Diversity.” Location is The Mill at Miller Campus, Salt Lake Community College’s Miller Campus, Corporate Partnership Center, Building 5, 9690 S. 300 W., Sandy. Registration can be completed at <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egjpysmx8eaa7013&oseq=&c=&ch=>.

## Sept. 20, 8:45 a.m.-1 p.m.

**Women in Business,** an Ogden-Weber Chamber of Commerce event. Weber State University professor Mike Stevens will discuss “Leadership Through People Skills.” Location is WSU Downtown, 2314 Washington Blvd., Ogden. Cost is \$49 for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## Sept. 20, noon

**Silicon Slopes Live,** a lunch and live recording of a Silicon Slopes podcast featuring SimpleNexus executives Matt Hansen, founder and CEO; Dave Stevenson, founder and CTO; and Ben Miller, president and COO. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## Sept. 20, noon-2 p.m.

**“Big Ideas: Creating Environments for Problem Solving,”** a Utah Technology Council “Innovation Series” event. Speaker is Craig Case, author of *Big Ideas*. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## Sept. 23-26

**Solar Power International,** presented by the Solar Energy Industries Association and the Smart Electric Power Alliance. Location is the Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$960 for the full conference for members, \$1,175 for nonmembers; \$1,060 for members and \$1,280 for nonmembers during the event. Details are at <https://www.solarpowerinternational.com>.



## CALENDAR

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### **Sept. 24, 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](http://ogdenweberchamber.com).

### **Sept. 24, 11:30 a.m.-1 p.m.**

**"Anxiety and Relationships in the Workplace,"** a South Valley Chamber Women in Business event. Speaker is Dr. Matt Townsend. Location is WCF Insurance, 100 W. Towne Ridge Parkway, Sandy. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### **Sept. 24, 3-6 p.m.**

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

### **Sept. 25-Dec. 4, 6-9 p.m.**

**Executive Certificate of**

**Global Business Management Course**, a Salt Lake Community College course offered 6-9 p.m. Wednesdays. Designed for business executives, professionals, working staff, entrepreneurs and qualified students who wish to increase their knowledge and improve their strategies in global business practices. Details are available by contacting Deb Bilbao at (801) 957-5336 or [deb.bilbao@slcc.edu](mailto:deb.bilbao@slcc.edu).

### **Sept. 25, 7:30-8:30 a.m.**

**"Coffee Connection,"** a Holladay Chamber of Commerce event. Location is Great Harvest, 4655 S. 2300 E., Suite 105, Holladay. Details are at [holladaychamber.com](http://holladaychamber.com).

### **Sept. 25, 8 a.m.-5 p.m.**

**"Lean Six Sigma Black Belt,"** an Employee Development program offered by Salt Lake Community College on Wednesdays through Nov. 13. Open to the public. Location is SLCC's Miller Campus, Sandy. Cost is \$1,950. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

### **Sept. 25, 1-2:15 p.m.**

**"The State of Startups and Tech in Rural Utah,"** a Silicon Slopes event featuring Lt. Gov. Spencer Cox. Location is Vivint

Smart Home, 1400 N. 635 E., Logan. Free. Details are at [silicon-slopes.com](http://silicon-slopes.com)

### **Sept. 25, 3-5 p.m.**

**"Developing Your Business Systems,"** a Utah Microloan Fund event. Presenters are Ethan White and Jonathan Engle. Location is the Utah Microloan Fund, 154 E. Ford Ave., Suite A, Salt Lake City. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### **Sept. 25, 6:30-8 p.m.**

**"Simple Steps: Capital,"** 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>.

### **Sept. 26, 11:30 a.m.**

**Multi-Chamber Luncheon**, with local companies competing for funding from local financial institutions. Location is Conservation Garden Park, 8275 S. 1300 W., West Jordan. Cost is \$20. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### **Sept. 26, 3-5 p.m.**

**Public Policy Forum**, a Utah Technology Council event focusing on important issues regarding government's impact on business. Location is NICE inContact, 75

W. Towne Ridge Parkway, Sandy. Free. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### **Sept. 26, 4-5 p.m.**

**"Growth Factors,"** a Silicon Slopes event. Speaker is Nelson James, president and chief operating officer at Signs.com. Location is LogMeIn, 675 N. 2800 W. Lindon. Free. Details are at [silicon-slopes.com](http://silicon-slopes.com).

### **Sept. 26, 4-6 p.m.**

**ACG (Association for Corporate Growth) Utah After-Hours Event**. Location is Easton Archery, 575 N. John Glenn Road, Salt Lake City. Cost is \$5 for members, \$10 for nonmembers. Details are at <https://www.acg.org/utah/events/acg-utah-after-hours-archery>.

### **Sept. 26, 6-7 p.m.**

**Small Business Development Center (SBDC) Clinics**, including "Intellectual Property," "Legal," "Health Insurance" and "Accounting." Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

### **Sept. 27, 7:30-8:30 a.m.**

**Eggs & Issues**, a Murray Area Chamber of Commerce event. Speaker is Adam Thompson,

Murray City Council candidate (District 3). Location is Anna's Restaurant, 4700 S. 900 E., Murray. Free unless ordering from the menu. Open to everyone. Details are at [murraychamber.org](http://murraychamber.org).

### **Sept. 27, 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).

### **Sept. 27, 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).

### **Sept. 27, noon-1 p.m.**

**"Startup Conversation,"** a Silicon Slopes event with Dan Burton, CEO of Health Catalyst. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite

see CALENDAR page 14

# Registration is OPEN

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## CALENDAR

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140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

### Oct. 1, 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 [davis-chamberofcommerce.com](http://davis-chamberofcommerce.com).

### Oct. 1, 11:30 a.m.-1 p.m.

**"Let's Do Lunch,"** a South Jordan Chamber of Commerce event. Location is Tio's Restaurant, 4709 W. Daybreak Parkway, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### Oct. 1, 6:30-8 p.m.

**WordPress Workshop**, 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>.

### Oct. 2-3

**Bank of Utah Fall Author Events**, featuring Dr. Craig Manning, performance consultant and best-selling author of *The Fearless Mind*, discussing secrets on how to overcome fears, expel anxiety, build confidence and become a high-performing individual by controlling one's own mind. Activities Oct. 2 take place at 7:30 a.m. at The Riverwoods Conference Center, 615 Riverwood Parkway, Logan; and noon at The Monarch Event Center, 455 25th St., Ogden. Activities Oct. 3 take

place at 7:30 a.m. at the Utah Valley Convention Center, 220 W. Center St., Provo; and noon at the Marriott University Park Hotel, 480 Wakara Way, Salt Lake City. Details and registration are available at [www.bankofutah.com](http://www.bankofutah.com).

### Oct. 2, 8:30 a.m.-noon

**National Science Foundation SBIR-STTR Workshop**, featuring information about applying for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grants. Location is Salt

Lake Community College's Miller Campus, Building 5, Corporate Partnership Center, 9690 S. 300 W., Sandy. Cost is \$15. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Oct. 2, noon-1:30 p.m.

**Salt Lake Chamber Annual Meeting**. Location is Salt Lake Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Cost is \$65 for members, \$75 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### Oct. 2, 3-5 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>.

### Oct. 3, 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).

### Oct. 3, 8 a.m.-noon

**"Americans With Disabilities 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).

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

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is Marika Roby of Marriott Residence Inn. Location is The Point After, 5445 S. 900 E., Murray. Cost is \$20 for members, \$25 for guests. Details are at [murraychamber.org](http://murraychamber.org).

### Oct. 3, 4:30-6:30 p.m.

**"Taking Your Outdoor Products International" Networking Event**, presented by World Trade Center Utah, the Governor's Office of Economic Development, the Small Business Administration and Shades Brewin. Location is Shades Brewing, 154 W. Utopia Ave., Salt Lake City. Free. Details are at [wtcutah.com](http://wtcutah.com).

### Oct. 3, 6-8 p.m.

**Meet the Candidates Night**, a Murray Area Chamber of Commerce event featuring candidates for Murray City Council's District 1 and District 3. Location is Hillcrest Junior High School, 126 E. 5300 S., Murray. Free, and

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## CALENDAR

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open to the public. Details are at [murraychamber.org](http://murraychamber.org).

### Oct. 4, 7:30-8:30 a.m.

**Eggs & Issues**, a Murray Area Chamber of Commerce event featuring open networking, Location is Anna's Restaurant, 4700 S. 900 E., Murray. Free unless ordering from the menu. Open to the public. Details are at [murraychamber.org](http://murraychamber.org).

### Oct. 4, 8 a.m.-3 p.m.

**Executive Summit**, a Utah Valley Chamber event featuring more than 20 speakers. Speakers include Ty Bennett, founder, Leadership Inc.; Brandon Fugal, chairman, Colliers; Clint Betts, executive director, Silicon Slopes; Pam Perlich, director of demographic research, Kem C. Gardner Policy Institute; Alan Matheson, executive director, Point of the Mountain Authority; and Mark Pope, head men's basketball coach, Brigham Young University. Location is Sundance Resort, Rehearsal Hall, 8841 N. Alpine Loop Road, Sundance. Cost is \$295 for members, \$350 for nonmembers. Details are at [thechamber.org](http://thechamber.org).

### Oct. 4, 8-9 a.m.

**Silicon Slopes Breakfast** featuring James Clarke, CEO and managing partner at Clarke Capital. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

### Oct. 7, 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>.

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

**"Project Management Essentials,"** a Frontline Leader workshop presented by Salt Lake Community College. Location is SLCC's Miller Campus in Sandy. Also offered Oct. 15, 8 a.m.-4 p.m., at the Westpointe Campus in Salt Lake City. Cost is \$250. Details are at [slcc.edu/workforce](http://slcc.edu/workforce).

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

**"Pay the IRS Less Without Going to Jail,"** a Small Business Development Center (SBDC) event. Location is the Salt Lake SBDC, Salt Lake Community College's Miller Campus, Corporate Partnership Center, Building 5, 9690 S. 300 West, Sandy. Cost is \$19.95. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Oct. 8, 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 [westjor-danchamber.com](http://westjor-danchamber.com).

### Oct. 9, noon-1:30 p.m.

**12th Annual Women Tech Awards**, a Women Tech Council event. Keynote speaker is Tami Erwin, executive vice president and group CEO at Verizon Business Group. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$135 for members, \$150 for nonmembers. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Oct. 9, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Earl's Lodge, Snowbasin Resort, 3925 E. Snowbasin Road, Huntsville. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at [ogdenweber-chamber.com](http://ogdenweber-chamber.com).

### Oct. 10-11

**2019 White Collar Crime Conference**, a Utah Area Chamber of Certified Fraud Examiner event with the theme "Fraud Matters." Location is Mountain America Credit Union, Tanner Building, 7167 Center Park Drive, West Jordan. Cost is \$380 through Sept. 30, \$425 thereafter. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

### Oct. 10, 7:30 a.m.-5 p.m.

**"Trends" Conference**, an Urban Land Institute (ULI) Utah event with the theme "To 2020 & Beyond." Featured speaker is Eric Jacobs, chief development officer, Marriott International. Location is Grand America, 555 S. Main St., Salt Lake City. Cost is \$205 for private-sector ULI members; \$175 for public-sector, young leaders and student ULI members; \$280 for nonmembers; \$325 day of event (if available). Details are at [utah.uli.org/events](http://utah.uli.org/events).

### Oct. 10, 8 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 [employers-council.org](http://employers-council.org).

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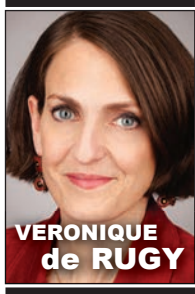
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## Opinion

# Hyperbole aside, Trump policies are not bringing jobs back to U.S.

In his book *The Art of the Deal*, Pres. Donald Trump described his communication style as “truthful hyperbole.” Hyperbole, sure. Truthful, questionable. Take Trump’s recent speech in Pennsylvania where he declared that his tariffs had turned things around for the domestic steel industry. He also claimed the unratified United States-Mexico-Canada Agreement — USMCA or the “new NAFTA” — and his steep Chinese tariffs would also bring jobs back to the United States. Are the Trump trade policies bringing about a manufacturing revival?



VERONIQUE de RUGY

Over the course of the past year and a half, the administration has imposed tariffs on metals, along with many other intermediate and final goods. Part of the USMCA would require that more auto parts be made in the United States and more compensation be subjected to higher minimum wages in order to benefit from the zero-tariff rate among Mexico, the United States and Canada. When faced with a steep penalty for buying foreign goods, the belief is that consumers and both foreign and domestic companies producing goods in the United

States will have no choice but to buy everything they need here at home.

That’s unlikely. There’s a reason why businesses set up their supply chains globally instead of domestically. It allows them to get the highest-quality parts for the lowest prices. When production becomes more expensive in the United States, businesses raise their prices and are less competitive.

Consider the automobile industry. When and if the USMCA becomes the law of the land, automakers will face higher costs. That’s on top of the metal price hikes thanks to Trump’s tariffs. Some auto producers might change their supply chains to conform to the new trade deal, but others might decide instead to pay the current 2.5 percent tariffs on imported parts. Either option raises production costs as well as prices in showrooms. And fewer automobiles are produced in the United States.

As in many other industries, the auto industry’s future is in exporting. Raising U.S. auto-production costs makes it more difficult for companies producing cars here to export them to countries where consumers can choose not to buy Trump-induced

expensive cars. This reduction in the U.S. automobile industry’s competitiveness may force some domestic and foreign companies to increase offshoring certain sectors of the auto industry, likely to Asia. Over time, the U.S. auto sector will shrink.

Admittedly, this offshoring may take a while if the U.S. economy is still strong, especially compared to the rest of the world. Partial credit for this strength goes to the Trump administration, which passed tax reform including a cut in the corporate tax rate from 35 percent to 21 percent. That triggered an increase in capital investment and a hike in wages. However, this effect is winding down. The tax cut also prompted a few U.S. companies to move their corporate address back to the United States, but that didn’t create new jobs.

While the Trump administration is always happy to brag about anecdotal cases of companies relocating to the United States, the actual overall numbers tell a different story. For instance, Toyota recently announced a large U.S. investment, though the rate of foreign investment here — including investment from Japan — has slowed under Trump. Constant uncertainty about the trade war, new Chinese tariffs, the threat of additional auto tariffs and the

global slowdown played a prominent role in this decline.

Chinese tariffs have also failed to bring back jobs. The data show that in most cases, when firms move out of China, they aren’t relocating to the United States, but to Southeast Asia. Even the U.S. Commerce Department acknowledges that tariffs are a “challenge” for companies wanting to move production to the United States.

More troublesome for Trump is the fact that the manufacturing sector is showing signs of a slowdown. The latest U.S. jobs report showed manufacturing employment rose by “an average of 8,000 jobs per month so far in 2019,” compared to an increase of 22,000 jobs per month in the sector during 2018. A recent survey shows manufacturing contracting in August. Even the heavily protected steel and aluminum sectors have started to see a decline in jobs this year.

So, while Trump’s hyperbolic communication style may be entertaining, it certainly shouldn’t be taken as factual.

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

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# Are we seeing the end of the world’s most successful political party?

Britain’s Tories are arguably the most successful political party of the modern age. The Conservatives have ruled Britain for nearly 60 of the 90 years since 1929 (the country’s first election with universal adult suffrage). But recently we watched the beginning of the end of the Conservative Party as we have known it.

Like most enduring parties, the Tories have embraced many different factions and ideologies over the years. But in the post-World War II era, they were defined by an advocacy of free markets and traditional values — a combination that was brought to its climax in the person of Margaret Thatcher, the Tories’ most effective prime minister since Winston Churchill.

The free market orientation made sense. The second half of the 20th century was dominated by one big issue — the clash between communism and capitalism. Throughout the world, parties aligned themselves on a left-right spectrum that related to that central issue: the role of the state in economics. In America in the 1950s and 1960s, the Democrats included Northern progressives and Southern segregationists, but they all agreed on the need for an interventionist state.

We are living now in a new ideological era, one defined by an “open-closed” divide — between people comfortable in a world of greater openness in trade, technology and migration and those who want more barriers, protections and restraints. Parties of the future will likely be positioned along

this new spectrum.

You can see the breakdown of the old order by looking back at Britain’s past five prime ministers, two from the Labour Party and three from the Tories. All were in favor of Britain staying in the European Union. (Theresa May had voted to remain in the union, but once the referendum passed, she promised to carry out the will of the people and take her country out of Europe.) By contrast, Boris Johnson is remaking the Tories into the party of Brexit and recently expelled



FAREED ZAKARIA

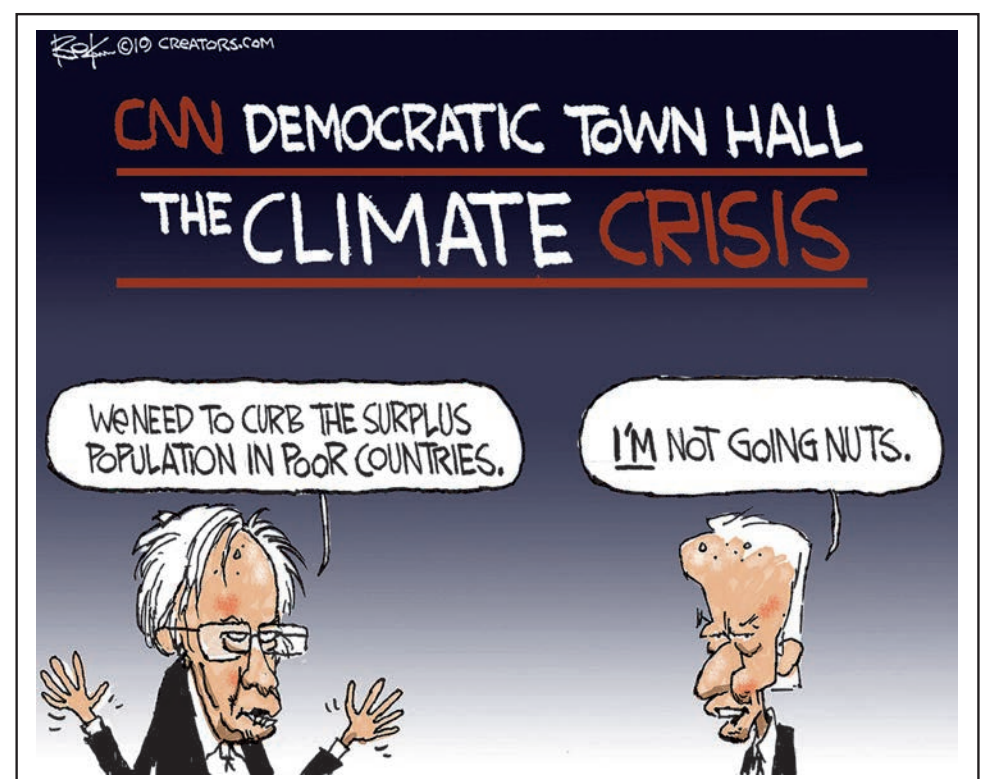
21 Conservative members of Parliament, including very senior figures, who disagreed with the new party line. Many commentators in Britain have pointed to the analogies between now and 1846, when Prime Minister Robert Peel pushed through a free trade agenda that split the Conservative Party and kept it mostly out of power for a generation. No analogy is perfect, but when a party divides over a big issue — as did, for example, the American Whigs over slavery — it usually narrows its political base and electability. There hasn’t been a Whig president in America since Millard Fillmore left office in 1853.

Of course, not every situation will fall neatly on the open-closed spectrum. Many of the leading Brexiteers are staunch free marketeers and insist that they want a “global Britain.” It is odd, however, to be in favor of free trade and yet insist that Britain crash out of the EU, one of the world’s largest free trade areas — and Britain’s largest trading partner.

More significant is the fact that whatever the views of the new Tory leaders, the people that voted for Brexit — and would presumably support what would essentially be a new Tory-Brexit Party — largely embrace a closed ideology. They are suspicious of foreigners and resentful of the new cosmopolitan Britain that they see in London and the country’s other big cities. They want less immigration and multiculturalism. They are more rural, traditional, older and whiter and want some kind of a return to the Britain in which they grew up.

America, of course, has a similar constituency. While many of the Republicans who support Pres. Trump might well be free marketeers, his base is largely animated by the same suspicions and passions that motivated the Brexit voters. Trump himself is an ideological omnivore — supporting free markets while simultaneously imposing the biggest tariff hikes

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## CALENDAR

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### Oct. 10, 11:30 a.m.-1 p.m.

**WIB Luncheon**, a Davis Chamber of Commerce event. Location is Lagoon, 375 N. Lagoon Drive, Farmington. Cost is \$20. Details are at [davischamberofcommerce.com](https://clients.utahsbdc.org/events.aspx).

### Oct. 10, 11:30 a.m.-1 p.m.

**Lunch & Learn**, a Murray Area Chamber of Commerce event. Speaker is Stephanie Barrick and Kevin Ruth of Jaybird Promotions. Location to be determined. Cost is \$20 for members, \$25 for guests. Details are at [murraychamber.org](https://murraychamber.org).

### Oct. 10, noon-1 p.m.

**"National Cybersecurity Awareness Month: National Perspective with Congressman Chris Stewart,"** part of the Cybersecurity Lunch & Learn Series presented by the Salt Lake Chamber. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [slchamber.com](https://slchamber.com).

### Oct. 10, 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 [clients.utahsbdc.org/events.aspx](https://clients.utahsbdc.org/events.aspx).

are at <https://clients.utahsbdc.org/events.aspx>.

### Oct. 11, 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](https://ogdenweberchamber.com).

### Oct. 11, 8:30 a.m.-1 p.m.

**BEST (Business and Economic Summit and Train-**

**ing)**, a Davis Chamber of Commerce event. Location is Weber State University's Davis Campus, 2750 University Park Blvd., Building D-2, Room 110-111, Layton. Cost is \$50 for chamber members, \$70 for nonmembers. Details are at [davischamberofcommerce.com](https://davischamberofcommerce.com).

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

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

Valley University, 815 W. 1250 S., Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Oct. 11, noon-1 p.m.

**Silicon Slopes Town Hall: Medtech Panel**, a Silicon Slopes event. Panelists are Chris Klomp, CEO, Collective Medical; Tina Larson, COO, Recursion Pharmaceuticals; and Steve Neeleman, founder and vice chairman, HealthEquity. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](https://siliconslopes.com).

Details are at [siliconslopes.com](https://siliconslopes.com).

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

**Business & Health Care Summit 2019**, a Salt Lake Chamber event designed to help employers become more actively engaged in the conversations around healthcare policy on a state and national level and ensure attendees leave with actionable steps they can implement at their

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## ZAKARIA

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since the Smoot-Hawley Act of 1930. The most likely future for the Republican Party is one that conforms with its voters' preferences — for limits on trade and immigration and greater hostility toward big technology companies.

In Britain, there is confusion on the other side of the aisle as well. The Labour Party has moved leftward and still contains elements that are skeptical about the European Union. Over time, Labour will probably move more robustly in a pro-Europe direction and, with the Liberal Democrats, try to create a new "open" governing majority. In America, the Democrats have to resolve similar differences mostly around trade, an issue on which many Democrats are as protectionist as Donald Trump.

But what is happening now in Britain is a telltale sign. One of the world's most enduring political parties is cracking — yet another reminder that we are living in an age of political revolutions.

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

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## TRADE WAR

from page 1

for aerospace and defense, and fourth-ranked for life sciences.

So far, four rounds of U.S. tariffs have been announced. The first two targeted products related to concerns the U.S. has regarding trade with China, including those related to inadequate intellectual property protection for U.S. companies having operations in China and U.S. companies being forced to provide innovative ideas to Chinese companies.

Tariffs on the first three lists of products will increase to 30 percent by Oct. 1. Half of the fourth list's implementation — at 15 percent tariffs — has been delayed until Dec. 15. The range of products has grown with each new list. Among the few, narrow exceptions on the fourth list are frozen fish fillets, cranes and child safety seats.

China, in response, has produced its own retaliatory tariffs.

"The idea was, because we buy more from the Chinese than China buys from us, we can just increase tariffs on more and more things and China can't keep up," Brubaker said.

The trade war tone has changed, he said, from the U.S. wanting to just protect its intellectual property to seeing China as a strategic competitor in the market for every product. "And when you play football against each other, you don't help the other team win — at all," he said. "I think that may be an extreme statement, but that's the tone that you're hearing now."

Add to that Pres. Donald

Trump in August ordering U.S. companies "to immediately start looking for an alternative to China, including bringing your companies home and making your products in the USA."

Some estimates of the tariff war impact show that it will cost Americans \$508 per person in higher product costs. Brubaker described tariff impacts as "an awful tax for small and medium-sized businesses. He's waging this war with small and medium businesses' money."

What can Utah businesses do? Brubaker listed several options, including lobbying against the imposition of the tariffs, avoiding tariffs by shipping containers in and out of either Mexico or Canada for product orders under \$800, seeking exclusions from tariffs — carve-outs in the third round include kayak paddles, pet cages and inflatable boats and canoes — and "operational engineering," which Brubaker said would comply with Pres. Trump's call for companies to "go build it somewhere else, or if you can't build it somewhere else, build half of it somewhere else and then you can declare it's a different country."

How will the trade war end? Some people believe the tariff component will eventually be solved but conflicts related to currency, company purchasing and company information will remain, Brubaker said.

"My general thinking is ... I think the first three lists of the 25-soon-to-be-30 percent [tariffs] aren't going anywhere anytime soon. I think List 4, the two parts, will be used as negotiating chips to extend the negotiation."

One audience member suggested that the tariff war will subside because both the U.S. and China are being hurt by them.

In prefacing the seminar, Hansen seemed optimistic about Utah's position in trade with China because of activities that have strengthened the ties between the two.

"Just in the past year, even though the relationship with China nationally has been very tense, we have had very, very strong, positive engagement with Chinese officials here in Utah," he said.

Among the activities are a trade delegation to China last October, several visits to Utah by Chinese delegations since then, and a trade and investment forum this past spring.

"As a state, we don't do national security. We don't do foreign policy. What we do do are people-to-people ties, growing and expanding these relationships in a way that they are beneficial for everybody," Hansen said.

"Most Americans believe these people-to-people ties are important all of the time, but maybe more important when there are periods of increased tension at the geopolitical level." Those relationships, he said, "make it easier to find common-sense solutions to the challenges that exist."

Those relationships have, for example, been beneficial when Utah companies have run into trouble or needed to overcome challenges, and Utah's contacts in the Chinese government have been helpful in resolving those issues, Hansen said.

"Yes, there are some very severe tensions and challenges

that exist at the national level as both countries work hard to try to create a more-efficient, fair, sustainable framework for strong trade between our two countries,"

he said. "At the same time, as a state, we've been building very strong relationships, and we want to continue to use those relationships to benefit Utah companies."

## RURAL

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"We're finding suggestions and counsel in determining what we can do differently and what will produce better outcomes," said Herbert. "This coming-together and sharing of ideas is really an important aspect of saying, 'Here's where we are today but here's where we want to be tomorrow.'"

During the opening day of the summit, the Utah Department of Workforce Services, the Salt Lake Chamber and the Economic Development Corporation of Utah signed a memorandum of understanding encouraging companies to identify remote employment opportunities and to fill those jobs with workers in rural communities.

One example of innovation was given by Southern Utah University President Scott L. Wyatt, who touted the recent decision to lower the cost of SUU's online degree program, giving non-traditional students more of an opportunity to graduate from college.

"Some innovation is simply a solution looking for a problem," said Wyatt. "Where we make the real difference is innovation that solves big problems. That's where we should place our focus."

The conference offered a number of presentations and networking for participants, including the event's first SpeedPitch

competition for local entrepreneurs. The competition was meant to support business ideas in the early stages that have high potential to grow and help the community, organizers said.

Judges heard pitches from 60 entrepreneurs during the first day and narrowed the group to 10 finalists. Each business was given three minutes to present its purpose, products and needs for a chance to win part of more than \$10,000 in prizes. Finalists presented ideas ranging from locally made candles for a cause to "Tinder for Dogs."

Each of the eight judges was given two votes, reserving one of Herbert's votes for the "Governor's Choice Award." Businesses got to choose prizes for each vote received. A \$1,000 Business Growth Award, \$500 Flexible Use Award and \$750 Audience Choice Award were some of the available prizes.

Mike and LeeAnn Adams of Parowan finished first, receiving six of the 16 votes and the Audience Choice Award for their app, dubbed "Mad Freight." Mad Freight, which Herbert called an "Uber for freight," matches drivers with businesses needing freight delivered.

Judges awarded Joshua Price, an assistant professor of economics and finance at SUU, two of the 16 votes and the Governor's Choice Award for his "Build-A-Course" pitch that would significantly reduce textbook costs for students.

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organizations. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$45. Details are at slchamber.com.

### Oct. 15, 8-11 a.m.

"Harassment Prevention for Managers and Supervisors," 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.

### Oct. 15, 9 a.m.-4 p.m.

"Employment Law for Managers," an Employee Development program offered by Salt Lake Community College. Open to the public. Location is SLCC's Miller Campus, Sandy. Cost is \$200. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

### Oct. 15, 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.

### Oct. 16, 7:30 a.m.-1 p.m.

2019 PTAC Symposium, presented by the Procurement Technical Assistance Center in the Governor's Office of Economic Development and featuring information about winning government contracts. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Details are at <https://business.utah.gov/ptac/>.

### Oct. 16, 8-10 a.m.

M.A.C.H. Speed Networking, a Murray Area Chamber of Commerce event. Location is

see CALENDAR next page



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## CALENDAR

from previous page

Urban Arts Factory, 116 S. Rio Grande St., Salt Lake City. Free (pre-registration is required). Details are at [murraychamber.org](http://murraychamber.org).

### Oct. 16, 8:30-11:30 a.m.

"Grow Your Business," 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>.



## CLASSIFIED

### CAREERS

#### BUSINESS

**VP, Pro Go To Market in Draper, UT.** Manage business & market strategy; lead internal teams; budget & impact oversight.

Mail resume attn: HR; Thumbtack Inc; job#ME088; 1355 Market St, Ste 600, San Francisco, CA 94103

### VOLUNTEERS



#### International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

## Every day is a great day . . .

**MMMM...  
Mondays!**

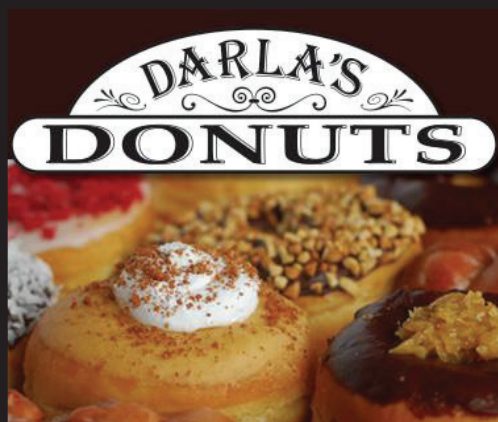
**TASTY  
Tuesdays!**

**WOW  
Wednesdays!**

**TWISTY  
Thursdays!**

**FRITTER  
Fridays!**

**SPRINKLES  
Saturdays!**



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- Devin Bird, Owner of Hobble Creek Contractors

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