

OF NOTE



Walmart limits ammo sales

Walmart Inc. said last week it would discontinue sales of ammunition for handguns and some assault-style rifles in stores across the United States in response to recent mass shootings. Walmart, like rivals Kroger-owned Fred Meyer and Dick's Sporting Goods, has already ended sales of assault rifles and raised the minimum age for gun purchases to 21.

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2020: The year of the crane in Salt Lake City?

Brice Wallace
The Enterprise

No matter what the Chinese calendar calls for, Matt Baldwin envisions 2020 for downtown Salt Lake City as the "Year of the Crane."

As in, construction crane.

The 2019 chairman of the Downtown Alliance Board, speaking at the organization's annual State of Downtown event, said that ground will be broken this year on five major projects that will add a total of more than 100 stories to the downtown skyline.

"Combined, these projects will add

2 million square feet of new office space, residential apartments and hotel rooms," he said. "Additionally, The Church of Jesus Christ of Latter-day Saints will begin a historic four-year renovation of Temple Square. 2020 is shaping up to be the 'Year of the Construction Crane.'"

Among the projects listed at the organization's website are 95 State, a 24-story office building; a convention center hotel with 28 stories; Liberty Sky, with 24 stories of residential space; West Quarter, a pair of 11-story residential/hotel buildings; and MODA Luxe, 11 stories of mixed-used residential space.

"Downtown Salt Lake City's future has

never been brighter," Baldwin said. "The economy is growing, and the skyline is rising."

But Baldwin cautioned that the rising skyline is "just one measure of our growing city." Downtown Salt Lake City has seen its housing stock increase 78 percent since 2000, with lease activity growing in finance, coworking space and technology sectors. Downtown already has 95 tech companies "and the downtown has a unique constellation of assets that is attracting even more tech talent and companies," he said.

Those include 144 retailers.

"There's an array of merchants providing a unique urban experience that attracts millions of shoppers every year," Baldwin said.

see CRANE page 15



Each unit of the Soleil Lofts apartment community in Herriman will feature a Sonnen ecoLinX energy storage battery, pictured here at left in this photo of the kitchen area of one of the studio apartments that will be ready for occupancy by the end of the month.

Fully solar-powered apartment complex takes aim at pollution

A first-of-its-kind solar-powered community is rising in Herriman. The Soleil Lofts apartment project is a joint venture between solar battery storage system company Sonnen Inc. and the Wasatch Group real estate company. The project will be managed by Rocky Mountain Power. Solar panel components for the project are being furnished by Auric Solar.

The 600-unit Soleil Lofts development will feature an all-electric residential community design with on-site energy storage in every unit. More than 12,000 solar panels will feed 600 individual Sonnen ecoLinX batteries, totaling 12.6 megawatt-hours of solar energy storage to be managed by Rocky Mountain Power to provide emergency back-up power, daily management of peak energy use and demand response for

the overall management of the electric grid. The system is known as a virtual power plant (VPP).

"As the developer of Soleil Lofts, we started with the firm belief we could build a community that was solving the Salt Lake Valley's serious air quality issues today and in the future," said Dell Loy Hansen, CEO of the Wasatch Group. "That belief led us to partner with Rocky Mountain Power, Sonnen and Auric Energy for the development of an all-electric community utilizing solar and batteries. Early in the design process it was clear that Sonnen was the leader in battery solutions to meet the needs of this project and others like it. Soleil Lofts is based

New partnership wants to move jobs to rural Utah

The Salt Lake Chamber, the Utah Department of Workforce Services and the Economic Development Corporation of Utah (EDC Utah) have announced that they will be partnering on a new initiative called the Chamber Rural Workforce Network to help further Utah's rural development. The program was launched last week when partner officials signed a memorandum of understanding at the Utah Rural Summit held in Cedar City.

"This MOU represents months of work to align the efforts of our three organizations and partners," said Derek Miller, president and CEO of the Salt Lake Chamber. "With the tools that both Workforce Services and EDC Utah provide, we will work with the business community to provide more job opportunities for rural workers, including remote jobs. What better way to make this official than to be here today with everyone who contributes to the success of our rural communities?"

Miller said that many companies along the Wasatch Front are struggling to find the personnel required to thrive and yet many rural areas are struggling for employment opportunities. Through a geographical shift — and perhaps a shift in mindset as well — the workforce demands of the Wasatch

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Ovation at Sienna Hills, a senior living complex with over 300 units, has broken ground in Washington.

Huge senior complex planned near St. George

Ground has been broken in Washington, near St. George, for a \$86 million senior living village in the Sienna Hills section of the city. And the project, dubbed Ovation at Sienna Hills, is already growing. Developers have announced the addition of 25 private villas to the original 300 units already announced. The new community is scheduled to open in fall 2020.

Local officials joined officers from the Avamere Family of Companies at a recent groundbreaking ceremony at the 740-acre site within the Sienna Hills master-planned community near the corner of Washington Parkway and East Telegraph Street, just off Interstate 15 exit 13 in Washington.

"We are very excited to announce the Villas at Ovation Sienna Hills," said Ryan Haller, chief development officer at PDCo, the developer building the Ovation campus. "This is in direct response to the comments and suggestions we've been hearing from the local community about how we can better serve active seniors."

In addition to the 300 apartment-style units, the private villas will offer six floor plans and be named after local landmarks. The community will feature a clubhouse and pickleball courts. Residents will have access to the two-building Ovation campus, including the Red Rocks Courtyard, a rooftop deck, a business center, a library, a theater room, a convenience store and a chapel.

"Ovation continues to invest in the people and economy of Southern Utah," said Pam Palmer, president of the St. George Area Chamber of Commerce. "This is an exciting announcement not only because of the jobs it will create, but because it represents the newest opportunity for active adults to enjoy the wonderful lifestyle of our region."

"Just like at a country club, residents will receive a culinary allowance good at any Ovation restaurant, bistro or coffee shop," Haller added. "That means you can cook for yourself in your own kitchen, join others in the Zion Clubhouse or outside for a barbecue or take a short walk or ride over to Ovation North for fine-dining experiences." Restaurants include Millers@Washington, Bees Knees Bistro, and 1861 fine dining, named for the year the St. George area was settled.

Emmersion Learning, a Lehi-based education technology company, has announced that Brigham Tomco has returned to the company as CEO. In this position, Tomco will direct the company in growth, management development, strategy and fundraising, the company said.

"I can't tell you how excited I am to have Brigham return as CEO," said Jacob Burdis, chief product officer and co-founder of Emmersion Learning. "He has both the entrepreneurial experience and the leadership ability to take Emmersion Learning to the next level."

HealthEquity buys WageWorks

Draper's HealthEquity Inc., an administrator of health savings accounts and other consumer-directed benefits (CDB), has acquired WageWorks of San Mateo, California. WageWorks is also a leading administrator of consumer-directed benefits, including flexible spending and health reimbursement accounts and COBRA insurance programs.

"This acquisition establishes HealthEquity as the complete partner for employers, benefits consultants, health and retirement plan providers seeking to help working families connect health and wealth," HealthEquity said in a release.

HealthEquity also announced details of a \$80 million-to-\$100 million investment to upgrade services offered by the combined company. HealthEquity expects to bring all WageWorks customer care back to the United States; expand its digital and live member engagement capabilities, including benefits experts available 24 hour a day; simplify administration for employers through a unified platform; and strengthen data security and privacy protections across all of its new CDB offerings. The company expects to complete the changes within 24 to 36 months.

"Delivering remarkable service, above and beyond what others expect, is the foundation of 'purple,'" said president and CEO Jon Kessler, referring to the moniker used by HealthEquity to describe its culture and values. "These investments will extend purple to everything we now offer."

"We believe a complete solution, highly focused on service and engagement, can accelerate the marketwide movement to HSAs and catalyze consumer understanding of how best to use them," said Stephen Neeleman, HealthEquity's founder and vice chairman. "Together, with our talented new teammates, we believe we are now better-positioned to realize HealthEquity's vision of every American family using an HSA to reduce the lifetime cost of healthcare."

The acquisition will bring WageWorks' nearly 2,000 employees and HealthEquity's 1,000 employees under the same management.

Tomco returns as CEO at Emmersion Learning

Prior to returning to Emmersion, Tomco was the company's chairman from 2017 to 2019 and founding CEO from 2015 to 2017. In addition to this new role as CEO, he also serves as chairman for Zylun Global, a private equity-backed investment holding company he founded, and sits on the boards of multiple universities, state agencies and private companies. He is married with five children.

"Brigham's extensive experience in the startup community as both an investor and entrepreneur has lead Emmersion to excellent opportunities so far," said Joe Tomco, chief operating officer and co-founder. "While we have appreciated his influence as chairman over the last couple years, we are thrilled for his return as a full-time executive to help further guide our company strategy."

"I am extremely passionate about language learning and the solutions Emmersion Learning offers this industry," said Brigham Tomco. "Leveraging artificial intelligence and machine learning has provided adaptive, automated and diagnostic assessments that help companies more quickly hire better-qualified employees and educational institutions guide language learners more efficiently."



Brigham Tomco

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Warners Truck Centers acquired by Premier Truck Group, subsidiary of Penske

Salt Lake City-based Warner Truck Centers has been purchased by the massive Penske Automotive Group. According to a statement made as Penske announced its second-quarter results, Warner will become part of Penske's Pre-

mier Truck Group subsidiary.

Warner Truck Centers consists of six dealership locations across Utah and Idaho, including its flagship operation in Salt Lake City. The other Warner locations are in St. George, Tremonton and

Salina, Utah; and Idaho Falls and Twin Falls, Idaho. Warner is a retailer of Freightliner and Western Star medium and heavy-duty commercial trucks along with other brands.

"This is an outstanding ac-

quisition for our business and our customers, further solidifying our relationship with Daimler Trucks North America," said Premier Truck Group president Richard Shearing. "Warner Truck Centers operate with-

in key transportation corridors across the central northern U.S. market, providing our business with additional scale and leverage opportunities through an expanded footprint now representing 25 dealerships."

"We welcome Warner Truck Centers to the Penske team," said Roger Penske, Penske Automotive Group CEO. "The acquisition of Warner Truck Centers nearly doubles our retail commercial truck dealership revenue and enhances the company's diversification while providing the opportunity for future growth and increased profitability."

Although details of the acquisition were not disclosed, Penske said it expects Warner operations to add \$1.1 billion to Penske's annual revenue.



Warner Truck Centers, including its Salt Lake City headquarters dealership, has been sold to the Premier Truck Group, a subsidiary of the Penske Automotive Group.

Brightstar Capital Partners acquires Capstone Nutrition

Ogden-based Capstone Nutrition has been purchased by Brightstar Capital Partners, a New York City private equity firm that acquires closely held, middle-market companies. Founded in 1989, Capstone is a developer and manufacturer of high-quality nutrition products. Some members of the Brightstar senior leadership are also listed as investors in Capstone.

Under the motto "Life Improved," Capstone operates from a 300,000-square-foot facility in

Ogden producing a wide range of vitamins, minerals, nutrition, anti-aging and general wellness products. Capstone's customer base includes global marketers, consumer brands, health food and specialty retail outlets, as well as online and mass-market retailers.

"Capstone is a top-tier platform in a fragmented and rapidly growing segment of the health and wellness market," said Gary Hokkanen, Brightstar partner who will become chairman of Capstone. "The company has a 30-year his-

tory of making health-oriented products for a variety of customers in the United States and internationally and we are eager to apply our operational experience and expertise to help the business thrive."

"The Capstone team is delighted to be partnering with Brightstar to help us maximize our growth potential," said Jared Leishman, CEO of Capstone. "Their experienced team adds new capabilities and resources to further our success and allow us to grow into new

markets and products."

"I've worked with entrepreneurs, families and founders of Utah businesses since my time at BYU, and I know Gary's decades of leadership and his core values will feel right at home in Utah," said Roger Bulloch, Brightstar partner and incoming vice chairman of Capstone. "We've seen Capstone's rapid growth and have conviction in the company's leadership, innovative products and long-term growth model within its key markets and beyond."

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A disaster recovery plan makes good sense

It is a sobering fact that 25 percent of businesses that close because of a natural disaster never reopen. Small businesses can improve their chances of successful recovery by assessing their risks and developing a preparedness plan — and the U.S. Small Business Administration can help. Following a declared disaster, the SBA assists in the rebuilding and economic recovery of a community by providing affordable, timely, direct loans to businesses of all sizes, nonprofits, homeowners and renters to cover uninsured losses.

Any disaster can have devastating effects on an entire community. One of this region's most destructive disasters unfolded the night of Sept. 9, 2013, when over 10 inches of rain fell in a 24-hour period, devastating Boulder, Colorado, and several other communities. Flash floods killed eight people and inflicted damage on nearly 20,000 homes and hundreds of small businesses. Unfortunately, our region is prone to a variety of natural disasters, such as flooding in North Dakota and

Utah, tornadoes in South Dakota and wildfires in Montana and Wyoming.

Establishing a disaster recovery plan makes good business sense. Being prepared for any kind of emergency means you'll rebound sooner with less impact to your financial capabilities. Now is the time to consult your insurance agent to determine whether your coverage is sufficient. Make sure you understand what's covered by your policy and determine if you need flood insurance. Remember, many general policies do not cover flood damage.

Check into business interruption insurance, which helps you cover operating expenses if you're forced to temporarily close. Calculate the cost of business interruptions for a day, week, month or more. To the extent possible, set aside a cash reserve that will allow your company to function during the recovery phase.

Strategically develop professional relationships with alternate vendors just in case your primary supplier isn't available. Place occasional orders with them so

they'll regard you as an active customer. Create a contact list for important business contractors and vendors you plan to use in an emergency. Keep this list with other documents in an easily accessible place at a protected off-site location.

Create a crisis communications plan so that your staff, customers, vendors, contractors — everyone you do business with — know what's going on in the aftermath of a disaster. Establish an email alert system, keeping primary and secondary email addresses for your employees, vendors and customers. Provide real-time updates to your customers/clients and the community so they know you're still in business and in the process of rebuilding after the disaster. Don't forget to test your plan beforehand.

The SBA works with its federal partners to ensure all people are aware of the options available to them after declared disasters. Developing an effective and workable disaster recovery plan is critical for all small-business owners. For more information on how to create a disaster recovery plan, please visit www.sba.gov/disaster and follow us on Twitter @SBARockymtn.

Dan Nordberg is the SBA's Region VIII administrator and is based in Denver. He oversees the agency's programs and services in Colorado, Montana, Utah, North Dakota, South Dakota and Wyoming.



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LOFTS

from page 1

on the fact that Sonnen's ecoLinX is the safest, longest-lasting battery which can deliver utility grid services for decades of operation."

"The combination of solar and long-lasting, safe, intelligent energy storage managed by the local utility is an essential component to the clean energy grid of the future," said Blake Richetta, chairman and CEO of Sonnen Inc. "The solar industry should find inspiration in this extraordinary project, as it provides a blueprint for the future of grid-optimized battery storage."

"Not only does Soleil Lofts all-electric community help improve air quality along the Wasatch Front in Utah, the project will create a platform for managing batteries for other customers we serve, as well," said Rocky Mountain Power CEO Gary Hogeveen. "This partnership enables an innovative solution to provide low-cost utility services not otherwise possible. We are honored to work with customers, such as the Wasatch Group, to help innovate for the future and make the lives of all our customers better every day."

Residents will begin moving into the Soleil Lofts apartments this month and the final building will be completed in December of 2020. When complete, the Soleil Lofts community will be the largest fully installed and operational residential battery demand response project in the United States. The community was fea-

tured at the 68th United Nations Department of Public Information NGO Conference in Salt Lake City in August. The Soleil Lofts VPP will be unveiled at an event held in conjunction with the Solar Power International show in Salt Lake City the week of Sept. 23.

The Wasatch Group is one of the largest real estate companies in Utah, with over 100 properties located in Utah, Colorado, Washington, Arizona and California. Hansen also owns both Real Salt Lake and the Utah Royals professional soccer teams.

The European-based Sonnen Group is one of the world's leading manufacturers of energy storage systems. The company has operations in Germany, Italy, Australia the U.K., with its U.S. headquarters in Tucker, Georgia.

RURAL JOBS

from page 1

Front and the employment needs of rural Utah can connect to ease the concerns of both regions. The Chamber Rural Workforce Network's goal is to fulfill this need, Miller said.

"We believe the hidden workforce in Utah is in rural Utah," said Jon Pierpont, executive director of the Department of Workforce Services. "We are committed to supporting companies willing to move jobs to rural Utah and connecting them to rural job-seekers. It's a win-win situation for these communities and employers throughout the state."



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SLC registers strong demand, limited supply in industrial RE

Fourteen U.S. markets, including Salt Lake City, stand out in a new report from CBRE as strategic options for investors in industrial and logistics real estate who are seeking growth opportunities outside of primary markets.

These markets, which CBRE describes as strategic markets, have registered demand for industrial and logistics real estate that outpaced their supply by a collective 89 million square feet since 2013. In the same span, their industrial rents have increased by an average of 25.2 percent. Salt Lake City is included on the list as one of the markets posting lower-than-average vacancy rates and high aggregate rent growth.

"For several years now, Salt Lake's increase in demand has been fueled by many factors: the size of the users is constantly increasing, as well as the number of users in the 100,000-square-foot-plus range; the market is fueled by e-commerce, third-party logistics, life sciences, construction supply and more," said Jeff Richards, senior vice president and local industrial and logistics specialist. "We have a truly diverse economy which leads to a truly diverse tenant mix. And on top of all of that, Salt Lake City is strategically located at the crossroads of I-15 and I-80, right in the center of the Intermountain region. All of these influences have contributed to our strong growth in the industrial and logistics sector."

Leading the strategic markets are seven that report industrial vacancy rates below or only slightly above the national average (4.3 percent) and aggregate rent growth of 6.1 percent in the past year. Included are Las Vegas, Salt Lake City, Milwaukee, Reno, St. Louis, El Paso and Detroit.

Firms honored for service to disabled

Eight local businesses, agencies and advocates have received the Golden Key Award, honoring their work to help promote employment opportunities for people with disabilities and including veterans. The awards were presented by the Utah Governor's Committee on Employment of People with Disabilities and the Department of Workforce Services' Utah State Office of Rehabilitation as part of the Disability in Utah annual summit.

Each year, award recipients are nominated by their peers, employees and community partners for making the commitment to support people with disabilities and veterans through employment, including recruitment, training and workplace accommodations.

"It's impossible to quantify the positive impact this year's Golden Key Award winners have in their local communities and in the lives of those they employ and serve," said Leah Lobato, director of the Utah Governor's Committee on Employment of People with Disabilities. "Their

leadership in hiring and supporting these skilled and qualified individuals is changing perceptions and raising the bar for corporate social responsibility in Utah and the nation."

The Large Employer of the Year Award was presented to Rocky Mountain Power in Salt Lake City for its effort to provide appropriate workplace accessibility and accommodations for employees with disabilities. Texas Roadhouse in Sandy was recognized with the Medium Employer of the Year Award for making it a priority to hire individuals with disabilities from the local community. The Small Employer of the Year Award was given to Jessie Jean's Cafe in Ogden for seeking opportunities to employ qualified individuals, regardless of their disability.

The Ace Award was presented to Jeffrey Jewett, co-founder of Spring Back Utah in Salt Lake City, for "seeing beyond a person's disability and giving them a chance to restore hope and dignity through employment." Simplus in Salt

Lake City received the Freedom Award for showing commitment to hiring veterans. As a certified Vetforce partner, Simplus actively recruits veterans and military spouses and further supports them through training and skills development.

The ASAP Award was given to the Utah Division of Juvenile Justice Services (JJS) for its participation in the Alternative State Application Program (ASAP) to recruit and hire employees with disabilities. ASAP helps job applicants have a fair and efficient experience through the recruitment process.

Southwest Behavioral Health Center received the Agency Provider of the Year Award for its efforts to advocate for its clients in finding meaningful, competitive employment in their local communities throughout southern Utah. The Provider of the Year Award was presented to Jen Hammond, a job coach with Innovative Harbor in Tooele, for "going above and beyond in her work to create employment opportunities for her clients."

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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. The submission deadline is one week before publication.

GOVERNMENT

• The Utah Department of Commerce's Division of Corporations and Commercial Code and Division of Consumer Protection have received multiple reports that misleading letters are being sent to Utah businesses instructing owners to pay \$72.50 for a Certificate of Existence with the state that normally costs \$12 each. The letter is addressed from a "UT Certificate Service" that does not exist in Utah and directs companies to a Springville address for payment. State leaders emphasize while this business practice may be legal, the letters may confuse business owners who read them. The Division of Corporations officials are concerned that business owners may be taken in by the language in the misleading letter, thinking it is a real government notice. State regulators are reminding the public and companies that these letters are not sanctioned by the Utah Division of Corporations and no one is required to respond to this notice. A business can search its business name at the division's website and request its Certificate of Existence for the correct price at <https://secure.utah.gov/bes/>.



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HOSPITALITY/FOOD SERVICE

• Waldorf Astoria Park City, at the base of Park City Mountain Resort, will undergo a "room refresh" project for its guest rooms and suites that is expected to be finished by year-end. The update will include new

furnishings, carpet and an updated room concept. The hotel will remain open during the project, with no anticipated disturbance to guests. The Spa and Fitness Center, Powder, and Palette Gift Shop will not be affected.

REAL ESTATE

• Armstrong Capital Development (ACD) LLC, based in Denver, has acquired Parkway Village in Provo from California-based Nearon Enterprises. Financial terms were not disclosed. The 102,000-square-foot village represents ACD's first acquisition in Utah. It is anchored by a Walmart Neighborhood Market along the University Parkway corridor. Tom Goodwin of Parr Brown Gee & Loveless represented ACD in the transaction.

RECOGNITIONS

• Molly Mazzolini, partner and brand integration director at Infinite Scale, a Salt Lake City-based design and marketing firm, recently was presented with the 2019



Molly Mazzolini

Vasilios Priskos Award by the Downtown Alliance. The alliance also presented Downtown Achievement Awards to Artspace, which creates affordable living and work space for artists, cultural organizations, nonprofits and others; restaurant Tin Angel; and Excellence in the Community, which produces concerts. The awards were presented at the organization's annual State of Downtown event.

• Elaine Ellis, a director at First Utah Bank, will receive the Maliheh Free Clinic Volunteer of the Year award at its annual Philanthropy Day luncheon set for Nov. 19 at the Salt Palace Convention Center. Ellis is active in the community and has spent many hours serving on the Board of Trustees and as a volunteer for the Neighborhood House in Salt Lake City.

• Impartner, a Salt Lake City-based partner relationship management company, has been recognized as a winner of the 2019 Visionary Spotlight Awards from ChannelVision Magazine. The company received an Enterprise Technology Award in the category of SaaS and Cloud Applications. The Visionary

Spotlight Awards competition was created to highlight channel and service provider innovation in communications. The awards honor outstanding products, services and deployments across numerous technology categories.

RESTAURANTS

• Momi Donuts will open a shop at The Gateway, Salt Lake City, this fall. Located at 158 S. Rio Grande St., Unit B, at the south end of The Gateway, the 554-square foot location will offer mochi doughnuts.

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RETAIL

• True Leaf Market Seed Co., a Salt Lake City-based seed and garden supplies company, has announced a cooperation agreement with Sustainable Seed Co. (SSC), based in Chico, California, in which True Leaf Market will manage all operations for SSC for the foreseeable future. SSC has endured several challenges in the past nine months, including having many of its employees lose their homes in a fire last November in nearby Paradise, California. SSC has continued to offer customers and community support since that time, but the challenges precipitated by the fire and many key employees relocating from the area has made continuing operations increasingly difficult. In August, the companies entered into an agreement in which True Leaf Market would relocate and manage the operations of SSC.

• Ross Dress for Less will open a new store Oct. 12 in the East Bay Shopping Center, at the corner of University Avenue and 920 South, Provo. With the new store, Ross will have 22 stores in Utah and 1,524 in total.

TECHNOLOGY/LIFE SCIENCES

• Utah State University's

Space Dynamics Laboratory, North Logan, has named Lisa Berreau, Lesa Roe and Kathryn Tobey to its Board of Trustees.



Lisa Berreau



Lesa Roe



Kathryn Tobey

Berreau is the interim vice president for research at USU. She joined the faculty in the Department of Chemistry and Biochemistry in 1998 and was promoted to associate professor with tenure in 2004, and to the rank of professor in 2011. She has served as associate dean, executive associate dean and interim dean for USU's College of Science. Roe is chancellor of the University of North Texas System, where she leads strategy, execution and operations across three independent

universities with a combined enrollment of 44,000 students and a Carnegie Tier 1 Research university. She previously was the acting deputy administrator and deputy associate administrator for NASA, served as the director of NASA's Langley Research Center, and was the research program manager for the International Space Station. Tobey is a leader in the national security space industry and is a scholar-in-residence at the University of Colorado Boulder. She is responsible for course and certificate development and teaching for the graduate department of the Engineering Management Program within the College of Engineering and Applied Science. Tobey was vice president and general manager of special programs at Lockheed Martin Space.

• Galileo, a Salt Lake City-based payment platform company, has updated its legal name from Galileo Processing Inc. to Galileo Financial Technologies Inc. It will continue to be known informally as Galileo. Clay Wilkes, CEO, said the new name "more accurately captures the capabilities of our sophisticated payments platform."

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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. The submission deadline is one week before publication.

Sept. 10, 7:15-9 a.m.

Breakfast Meeting, an ACG (Association for Corporate Growth) Utah event. Speaker is Gunther Fischli, chief strategy officer at Auric Solar. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at www.acg.org/utah/events.

Sept. 10, 8:30 a.m.-4:15 p.m.

Utah League of Cities and Towns Pre-Conference Training (UrbanPlan workshop for public officials). Event is designed to engage local decision-makers about the fundamental forces that shape and affect the built environment and the important leadership roles that elected and appointed officials play in the real estate development process. Location is Salt Lake Sheraton, 150 W. 500 S., Salt Lake City. Cost is \$100. Details are at <http://www.cvent.com/events/ulct-annual-pre-conference-training/event-summary-305cb752e52f4d959a677ed0b7ee28d6.aspx>.

Sept. 10, 8:30 a.m.-5 p.m.

STOPfakes.gov Roadshow titled "Business Essentials: Protecting Intellectual Property," presented by the U.S. Commercial Service-Utah and the Utah District Export Council in conjunction with World Trade Center Utah and the Global Trade Center. Experts from multiple government agencies will discuss how companies can protect and enforce intellectual property to get the most out of exporting abroad. Location is Salt Lake Community College's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$40. Details are at <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QJA>.

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

"Earning Respect and Succeeding as Strong Women," part of the "Shattering the Glass Ceiling" series presented by the ChamberWest Women in Business. Panelists include Colleen Jacobs,

chief of police in West Valley City; Holly Swenson, firefighter engineer with the Unified Fire Authority; and Chaundra Edmonds, a lieutenant in the Patrol Division in the West Jordan Police Department. Location is Summit Vista 3390 W Signal Peak Drive, Taylorsville. Cost is \$30. Details are at Chamberwest.com.

Sept. 10, 11:30 a.m.-1 p.m.

Lunch & Learn, a South Jordan Chamber of Commerce event. Discussion is "Estate Planning Made Easy." Location is Brick Oven, 10622 S. River Front Parkway, South Jordan. Cost is \$25 for members, \$30 for nonmembers. Details are at southjordanchamber.org.

Sept. 10, 6:30-8:30 p.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>.

Sept. 11-12

Leadership Institute, a ChamberWest series of 10 one-day programs taking place through June 11 that are designed to challenge and engage leaders in professional and personal growth while inspiring an entrepreneurial spirit in building a better community. Location is the Homestead Resort, 700 N. Homestead Drive, Midway. Cost is \$1,025. Details are at (801) 977-8755, chamberwest.org or www.chamberwest.com.

Sept. 11, 8 a.m.-noon

"Lean Pit Crew Challenge," an Employee Development program offered by Salt Lake Community College. Open to the public, the challenge is an experiential learning event that incorporates pit stops as a tool for teaching the concepts of continuous improvement, efficiency, preparation and team building. Location is Westpointe Campus, Salt Lake City. Cost is \$325. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

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

"Utah at a Crossroads, A View into the Future," a Utah Department of Workforce Services (DWS) event. Speaker is Pamela Perlich of the Kem C. Gardner Policy Institute. Location is the DWS South County Employment Center, 5735 S. Redwood Road, Room 114, Taylorsville. Free. RSPVs can be completed by emailing Jenny Jones at jenjones@utah.gov.

Sept. 11, 10 a.m.-3:30 p.m.

2019 Savvy Women Workshop, with the theme "Investing and Entrepreneurship for Women." Location is Kiln, 2701 N. Thanksgiving Way, Suite 100, Lehi. Free. Details are at <https://www.diversify.com/events/2019-utah-womens-economic-forum/>.

Sept. 11, 10 a.m.-noon

"Starting Your Business 101," a Salt Lake Small Business Development Center (SBDC) event. Location is Work Hive, 159 W. Broadway, Suite 200, Salt Lake City. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

"Let's Do Lunch," a South Valley Chamber event. Location is Athena Beans Coffee House & Bistro, 111 W. 9000 S., Sandy. Registration can be completed at Eventbrite.com.

Sept. 11, noon-1 p.m.

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.

Sept. 11, 2:30-5:30 p.m.

"Everyday Entrepreneur Pathway Program," a Salt Lake Community College series with weekly classes through November. Location is Salt Lake Community College's Miller Campus, Building 5 MCPC, 9750 S. 300 W., Sandy. Free. Details are at <https://mbrcslcc.com/eepp/>.

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. 11, 6-9 p.m.

Official Launch of The Mill at Miller Campus. Location is The Mill at Miller Campus, 9690 S. 300 W., third floor, Sandy. Details are available by contacting Tim Cooley at (801) 957-5441 or timothy.cooley@slcc.edu.

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

"Simple Steps: Marketing/Sales," 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. 12, 19, 26

Digital Marketing Academy, a South Valley Chamber Business Institute event. Sept. 12 course is "Developing a Comprehensive Online Marketing Strategy." 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.

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

Networking Lunch, a Murray Area Chamber of Commerce event. Location is The Point After, 5445 S. 900 E., Murray. Cost is \$20 for members, \$25 for guests. Details are at murraychamber.org.

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

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is Jim's, 7609 S. Redwood Road, West Jordan. Free (pay for what is ordered off the menu). Details are at westjordanchamber.com.

Sept. 12, noon

"Facebook Advertising," a Silicon Slopes event. Speaker is

Aaron Novak, owner of Matix Labs. Location is Kiln, 2701 N. Thanksgiving Way, Suite 100, Lehi. Free. Details are at silicon-slopes.com.

Sept. 12, 5-7 p.m.

BioUtah Member Appreciation BBQ. Location is Recursion Pharmaceuticals, The Gateway, 41 S. Rio Grande, Salt Lake City. Free for members, \$20 for nonmembers. Registration can be completed at <http://www.bioutah.org/events/details/2019-membership-appreciation-bbq-5147>.

Sept. 12, 5:30-7:30 p.m.

Business After Hours, a South Valley Chamber event. Location is the Cliff Lodge, 9320 Cliff Lodge Drive, Golden Cliff, Entry 4, Snowbird. Registration can be completed at Eventbrite.com.

Sept. 12, 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>.

Sept. 13, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Ben Levenger of Downtown Redevelopment Services. Location is Anna's Restaurant, 4700 S. 900 E., Murray. Free unless ordering from the menu. Open to everyone. Details are at murraychamber.org.

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. 13, 8 a.m.-4 p.m.

"Effective Interpersonal Communication," a Frontline Leader workshop presented by Salt Lake Community College. Location is SLCC's Miller Campus in Sandy. Also offered Sept. 17, 8 a.m.-4 p.m., at the Westpointe Campus in Salt Lake City. Cost is \$250. Details are at slcc.edu/workforce.

Sept. 13, 8:30-10:30 a.m.

Industry Breakfast, a Silicon Slopes event. Speaker is Nate Walkingshaw, CXO at Pluralsight. Location is Salt Mine Productive Workspace, 7984 S.

CALENDAR

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1300 E., Sandy. Free. Details are at siliconslopes.com.

Sept. 13, 11:30 a.m.

Second Friday Casual Lunch, a ChamberWest event. Location is Wasatch Pizza, 2250 W. 5400 S., Taylorsville. Details are at chamberwest.org.

Sept. 13, noon-1 p.m.

Silicon Slopes Town Hall with U.S. Rep. Ben McAdams. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Sept. 13, 2-3 p.m.

Town Hall with U.S. Rep. Ben McAdams, hosted by the South Valley Chamber, along with the U.S. Chamber and World Trade

Center Utah. Topics will include immigration, trade (USMCA), balanced budget and the minimum wage. Location is Riverton City Hall, 12830 S. Redwood Road, Riverton. Registration can be completed at Eventbrite.com.

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 non-members. Details are at westjordanchamber.com.

Sept. 17, 7:30-8:30 a.m.

Eggs & Issues, a Murray Area Chamber of Commerce event. Speaker is Adam Thompson, candidate for Murray City Council (District 3). 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.

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 non-members. Details are at 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 non-members. Details are at 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.

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.

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

"Privacy and Data Pro-

tection: 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.

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 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.

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.

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.

Sept. 18, 4-5 p.m.

CRM Training, a West Jordan Chamber of Commerce



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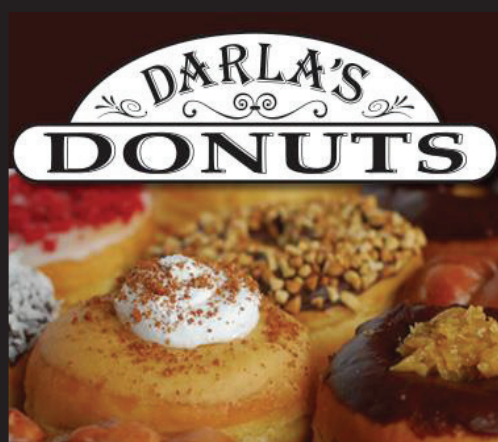
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Succeeding in Your Business

Registering your nonprofit for tax-exempt status the easy way, Part 1

Getting a nonprofit organization off the ground has always involved three steps:

1. Forming a nonstock corporation or limited liability company (LLC) under your state's business organization laws.

2. Registering the corporation or LLC for tax-exempt status with the Internal Revenue Service under Section 501(c)(3) of the federal tax code.

3. Once federal tax-exempt status has been obtained, registering the corporation or LLC for tax-exempt status under your state's tax laws.

Until now, the second step was by far the most time-consuming and labor-intensive. First, you had to fill out IRS Form 1023, a monster of a form (for the text, go to www.irs.gov and type "Form 1023" in their search box) that required you to project your financial statements, donations and other information for the first two to three years of your operations, attach all sorts of corporate documents and resolutions as exhibits and describe all of your intended programs in exquisite detail.

Completing the form and pulling together the information required took forever and a day. But then it got worse. Once you filed Form 1023 with the IRS, you had to wait upwards of nine to 12 months to get IRS approval, even if the form was perfectly completed. If you made even one mistake, the IRS kicked it back to you and you started the process all over again. Oh, and did I tell you about the \$600 filing fee?

Back in 2014, things got a little easier for nonprofit startups with the IRS' adoption of new Form 1023-EZ (go to www.irs.gov and type "Form 1023-EZ" in their search box), a streamlined application form that can be filed electronically. If you file it correctly without a single mistake and pay a \$275 filing fee by credit card on www.pay.gov, you usually get your approval in 30 to 60 days.

What's even better, Form 1023-EZ is truly streamlined. It is basically a questionnaire where you provide basic information about your nonprofit's organizational structure (corporation or LLC), management personnel and charitable purpose. Most of the questions are yes/no, and it's fairly easy to figure out what the

correct answers should be. I timed myself filling out the form for one of my nonprofit clients, and it took all of 15 minutes (of course, I do this sort of work for a living, so give yourself at least a half-hour).

So should your organization

file Form 1023-EZ today for you to start pitching rich people for tax-deductible donations? Well, not so fast. As with all things the government gives you, there are a number of conditions, reservations and "wait-a-minutes."

First of all, not all nonprofit startups qualify to use Form 1023-EZ. The IRS requires you to fill out an eligibility checklist to use the form before you can actually fill it out online. And it has made the checklist very, very hard to find

— searching for "Form 1023-EZ eligibility checklist" on the IRS website will not get you there. You have to search "Form 1023-EZ" on the IRS website, down-

see ENNICO page 14



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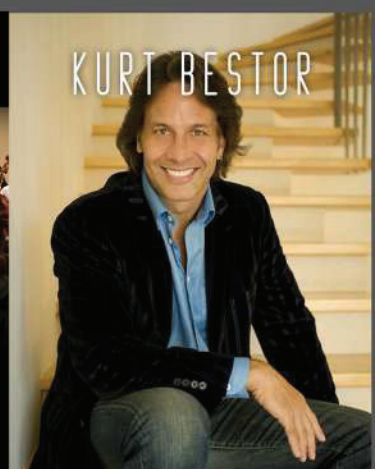
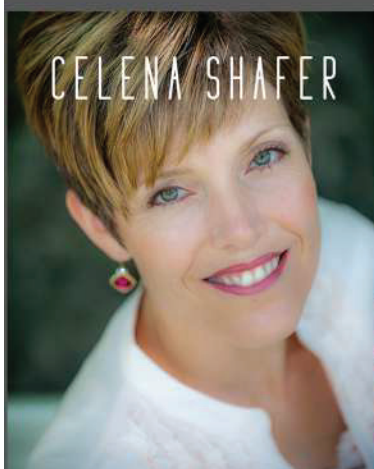
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Opinion

Is it really free market? Some clarity on Pres. Trump's economic policies

It's a fact that Pres. Donald Trump has a remarkably large number of supporters among the voters and pundits who label themselves as "free market." They usually say something like, "Sure, I don't like his trade and immigration policies, but the rest are good." I disagree.

With the exception of a few policies, the Trump presidency — aided by a largely GOP Congress — will end up being — by a large margin — a very pro-government intervention administration.

This is not about assessing the president's personality, behavior or impact on the "presidency." It's about economic policy. Further, it's mostly about legislation the administration has molded or supported, not its executive orders. As good as some of Trump's executive orders have been, as we learned with the end of the Obama era, the next administration can reverse these very easily.

Most of all, this assessment is about whether the administration's policies will increase or decrease the size and scope of government and whether they will hurt or help the economy. Let's start with the good.

Some aspects of the 2017 tax reform were great. The cut in the corporate income tax rate from 35 percent to 21 percent and the reform of state and local tax deductions are important pro-market reforms. The results speak for themselves. High-income taxpayers in high-tax states can no longer shift their state tax burden onto the rest of us through a generous deduction. Capital investments have increased, fueling a growing economy and rising wages. The administration also deserves credit for bringing about some reduction in regulations, an area which Trump has spoken about quite eloquently.

Now, the bad. The administration's self-destructive protectionist trade policies are well documented. These resulted in higher tariffs on both imports and exports from many countries, higher prices shouldered by American consumers, nonstop uncertainty, bailouts for affected farmers and the first manufacturing output contraction since 2009, all with little tangible progress — in terms of trade deals with our partners — to show for it.

Then, there are the ruthless immigra-

tion policies doubled with numerous threats of a reduction in legal immigration and no fundamental reform.

Not all aspects of the tax reform were good policy. The rhetoric and design of an income tax cut for the middle class may have been politically valuable, but it makes no sense economically. Contrary to the administration's rhetoric, it was not the middle class that needed a tax cut. The average income tax rate for the middle-income quintile was 2.6 percent in 2013. In 2014, the highest-earning, top 10 percent shouldered around 70 percent of the total income tax burden, up from 49 percent in 1980.

In the end, the tax reform kicked more taxpayers off the tax roll, which is not a good way to make them aware of the need to solve our fiscal problems. Worst of all, because it's not offset with spending cuts, it adds to the budget deficit.

As for spending, this administration and the GOP Congress' record is a complete abdication of fiscal responsibility. From the first terrible budget deal to a second budget agreement that might qualify as our worst ever, modern Republicans make Democrats look like Calvin Coolidge. Don't get too comfortable with your tax cut because with

this level of spending, it may not last long.

Then there's the president's constant bullying of Federal Reserve Board Chairman Jerome Powell to bring back loose monetary policies and inject the economy with a sugar rush to temper the consequences of bad trade policies. And there's the swamp-filling move to revive the Export-Import Bank, an antiquated bastion of cronyism that mostly benefits large domestic companies, state-owned foreign companies and subsidizes some producers in China, all backed by U.S. taxpayers.

Some will say that Democrats running for office would be more interventionist and worse for the economy, and that Trump gives us an alternative. But those of us who genuinely want less government in our lives should not pretend that these policies are acceptable.

Let's face it: This president is no more interested in fiscal discipline and free markets than his 21st-century predecessors were.

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

Pres. Trump and his team just can't seem to get out of their own way

Fareed Zakaria is still on vacation. Marc A. Thiessen is filling in again this week.

The Trump administration's inability to defend the defensible is simply mind-numbing. Even when the president is doing the right thing, he and his team can't seem to get out of their own way.

Take the administration's perfectly reasonable decision to implement a new rule to ensure that immigrants seeking permanent residency in the U.S. are not on the dole. Decades ago, Congress passed a law declaring that a person likely to become a "public charge" may be denied residency, but the law was difficult to enforce because it did not explicitly define what a public charge is. The administration's new rule fixes that, defining a public charge as someone who "receives one or more public benefits," including Medicaid, food stamps and public housing. To most Americans, this is common sense: Legal immigrants seeking work are welcome in the United States; those seeking handouts are not.

But then Pres. Trump's acting director of U.S. Citizenship and Immigration Services, Ken Cuccinelli, decided to rewrite Emma Lazarus's words etched on the base of the Statue of Liberty. Asked in an NPR interview whether the words "Give me your tired, your poor" are still part of the American ethos, Cuccinelli replied that what Lazarus really meant to say was "Give me your tired and your poor who can stand on their own two feet and who will not become a public charge." The president's critics pounced on the unforced error.

The "public charge" rule overlooks an important economic reality. Immigrants make significant contributions to the U.S. economy, argues Joy Sharon Yi.

Lazarus did not need Team Trump's editing. She wrote, "Give me your tired, your poor, your huddled masses yearning to breathe free" — not yearning for food stamps or free government health-care. Trump is not changing the American ethos; the Democrats who want to give free stuff to foreigners are. Not difficult.

For another example of the Trump team getting in its own way, take China. There is bipartisan agreement that China is an economic predator that must be confronted. As part of its effort to challenge Beijing, the Trump administration has been encouraging U.S. businesses to shift production away from China to countries such as Vietnam, India, Taiwan and Malaysia.

Encouraging such economic disengagement from China is perfectly fine. Ordering it is not. But that is precisely what Trump did. After China imposed new tariffs on American goods, the president announced via Twitter "Our great American companies are hereby ordered to immediately start looking for an alternative to China." Ordered? Trump National Economic Council Director Larry Kudlow said Trump did not really mean it. "What he is suggesting to American businesses," Kudlow said, is that "you ought to think about moving your operations and your supply chains away from China." No, the president tweeted, he really meant it. "Try looking at the [International]

Emergency Economic Powers Act of 1977," he wrote. "Case closed!"

Not really. If Trump ever actually tried to use this law to "order" U.S. businesses to leave China, he would almost certainly be overturned by veto-proof majorities in both houses of Congress. Once again, the president took a completely reasonable policy and turned it into a needless controversy.

Trump was absolutely right to call out Democratic Reps. Ilhan Omar (Minnesota) and Rashida Tlaib (Michigan) for their virulent anti-Semitism — including their charge that Israel's supporters in Congress are disloyal to America and, as Tlaib put it, "forgot which country they represent." But then, Trump declared that "any Jewish

people that vote for a Democrat" show "either a total lack of knowledge or great disloyalty" — inadvertently using the very same anti-Semitic trope that got Omar and Tlaib in trouble in the first place.

Democrats used Trump's words to turn the tables on him. Senate Minority Leader Charles E. Schumer (D-New York) tweeted, "When he uses a trope that's been used against the Jewish people for centuries with dire consequences, he is encouraging — wittingly or unwittingly — anti-Semites throughout the country and world. Enough." It was ridiculous because Trump

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MARC THIESSEN



CALENDAR

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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 non-members. Details are at westjor-danchamber.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.

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.

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>.

THIESSEN

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is the most pro-Israel president in U.S. history. And the same Democrats who had just been defending Omar and Tlaib five minutes earlier were now accusing Trump of anti-Semitism. Yet Trump handed them an opening — and lost the moral high ground.

This self-defeating pattern is undermining the Trump presidency. If you hit the mute button, the administration

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.

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.

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

Networking Lunch, a Murray Area Chamber of Commerce event. Location is The Point After, 5445 S. 900 E., Murray. Cost is \$20 for members, \$25 for guests. Details are at murraychamber.org.

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.

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.

is doing a great job in many areas. Reforming our immigration system to reward work and discourage dependency; taking on China’s predatory trade practices; standing up for Israel and against anti-Semites are all good policies. But when the sound comes on, the chaos and lack of discipline drown it all out.

Marc A. Thiessen is an American author and weekly columnist for *The Washington Post*. He served as a speechwriter for Pres. George W. Bush. Follow him on Twitter, @marcthiessen.

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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.

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 southjor-danchamber.org.

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.

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.

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.

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.

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.

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.

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.

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 siliconslopes.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.

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.

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.

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 siliconslopes.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 non-members. 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, 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 non-members. Details are at 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.

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 140, Lehi. Free. Details are at 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 davischamberofcommerce.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.

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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.

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.

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.

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.

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.

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load the instructions (not the form itself), scroll down the instructions (on the right-hand column) and click on the link for "Form EZ Eligibility Checklist."

There are 26 questions on the checklist, the most important of which are:

- Do you project that your organization's annual gross receipts will exceed \$50,000 in any of the next three years?

- Have your annual gross receipts exceeded \$50,000 in any of the past three years?

- Do you have total assets in excess of \$250,000?

- Are you an LLC?

- Are you a successor to a for-profit entity?

- Are you a church, a convention or an association of churches as defined by the Internal Revenue Code?

- Are you a school, college or university as defined by the Internal Revenue Code?

- Are you a hospital, hospital organization, health maintenance organization (HMO) or medical research organization as defined by the Internal Revenue Code?

- Will your organization provide assistance to individuals through credit counseling activities or other consumer credit areas?

- Do you or will you invest 5 percent or more of your total assets in securities or funds that are not publicly traded?

- Do you participate in partnerships in which you share profits and losses with partners other than Section 501(c)(3) organizations?

- Are you a private operating foundation?

- Do you maintain or intend to maintain one or more donor-advised funds?

If you answer yes to *any* of the 26 questions, you cannot use Form 1023-EZ, although you still may be able to obtain tax-exempt status by filing the full Form 1023, paying the \$600 fee and waiting nine to 12 months for approval. If you don't understand any of the questions or don't know the answer, *stop*. You will need help from an attorney or tax advisor.

More next week.

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

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Arthritis Foundation Swing for a Cure Golf Classic

Monday, September 30, 2019

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8:00 a.m. Shotgun Start

1:00 p.m. Awards Lunch & Auction

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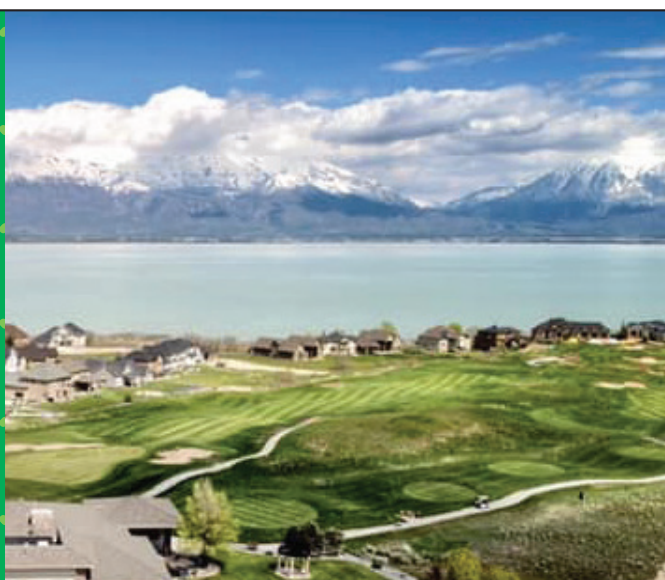
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CRANE

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win said. "The Gateway and City Creek Center are innovating and succeeding in a changing retail market, and merchants on Broadway, Main Street and 2nd & 2nd make up a thriving small-business community."

The Main Street and Exchange Place neighborhood anchor "a legitimate nightlife district" that is emerging downtown and offers 43 bars and 121 restaurants "that are delighting guests, employing workers, generating tax revenues and chipping away at the outdated notion that there is nothing to do in Salt Lake City," he said.

Also, more than 40 visual and performing arts organizations produce more than 80 events each month.

As for the future, Dee Brewer, Downtown Alliance's executive director, listed several priorities for 2020 that are designed to springboard Salt Lake City toward the year 2040. As a group, they represent a change from priorities of a decade ago. At that time, the push focused on weekly farmers markets; green bike programs; holiday lights; and events including Dine O'Round, Eve and Last Hurrah.

Those events, he said, attracted people to downtown "when there wasn't a lot of 'there' out there, right? It was sort of dark times, and those activations made a big difference. I can tell you that those ideas worked. Today, or any week, there are a dozen things, a dozen choices, that we

have to participate in downtown. Downtown is alive, active and vibrant.

"The alliance's attention today is less about creating events and more about addressing the opportunities and challenges associated with the remarkable growth that we are experiencing downtown right now."

Among the priorities are pushing for investment to address transportation, parking, zoning and residential and commercial development. "Let's plan for density," Brewer said. "It's coming."

Downtown needs more residential units and improvements in Pioneer Park, as well as managing the effects resulting from heavy construction projects on West Temple, North Temple, 300 West and State Street, he said.

In an effort to provide "a safe and welcoming downtown to all," "street ambassadors" have been deployed to seek out people in crisis or living without shelter and get them to service providers that can help them, assist visitors with directions and referrals to local businesses, help businesses respond to aggressive panhandlers, and help remove encampments that interfere with business operations.

Since Jan. 1, the ambassadors have conducted 1,067 wellness checks, provided 926 service referrals, helped 2,260 visitors with directions, performed 1,560 merchant checks, intervened in 733 incidents of aggressive panhandling, and provided 3,387 checks on known criminal hot spots, Brewer said.

The alliance also will produce more articles and expand its social

media platforms to support downtown businesses and promote downtown commercial real estate.

"We will continue to extol the unique benefits of locating in downtown Salt Lake City," Brewer said. "Suburban Wasatch Front cannot offer what downtown has, and ... Salt Lake measures up very well against our competitive set of western cities."

The organization also wants to improve and grow the tech start-up ecosystem — "We are focused on attracting residents, workforce talent and customers," he said — and the audiences for cultural and arts programs.

"We will support growth of downtown's nighttime economy. Downtown Salt Lake City should be put to work, 18 hours a day, to attract workforce talent, attract residents and visitors, and increase property value and generate tax revenue," he said.

What Salt Lake City looks like in 2040 will be the result "of the planning and investment we make today," Brewer said. "We look forward to working with all of you in taking these bold steps in 2020 to create the downtown that we want in 2040."

Such focused planning would build upon similar prior efforts, Baldwin noted.

"The downtown growth and success that we celebrate today were borne out of the dreaming, planning, risk-taking and hard work by people in this room and by many others in the business community and our municipal government partners," Baldwin said. "We all have reason to be proud of what we are creating together downtown."



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VOLUNTEERS



International Relief Teams Seeks Skilled Construction Volunteers

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

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

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

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

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

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

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