

OF NOTE



Real estate still booming

Nationwide, existing home sales were up 3.6 percent from November to December and up 10.8 percent from 2018 to 5.54 million units — the highest level of 2019, according to the National Association of Realtors, a sign historically low unemployment and low mortgage rates are propelling the U.S. housing market as it enters a new year.

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SUMMIT'S CONCLUSION:

Economy's future will stay strong & healthy

Brice Wallace
The Enterprise

The recent Economic Outlook & Public Policy Summit in Salt Lake City featured as much looking back as looking forward, and both were rosy.

Speakers during the event, presented by the Salt Lake Chamber, said 2020 should look at lot like 2019, the next decade should mirror the past 10 years, and even the next 20 years could sustain Utah's economic strength.

Asked to provide a one-word description of Utah's economy in 2020, panel-

ists at one session replied with "strong," "healthy," "prosperous" and "promising."

"Even though our forecast does predict uncertainty and moderation, all of those advantages that have fueled our economy to date should lead to another year of healthy growth for Utah's economy in 2020 — that is, as long as major risks to the national expansion are not realized, and as long as internal risks within Utah don't intensify," said Juliette Tennert, co-chair of the Utah Economic Council and director of economic and public policy research at the Kem C. Gardner Policy Institute at the University of Utah.

The nation and state have experienced

10 years of economic expansion — the longest on record — and Utah has favorable demographics, a supportive business climate and economic diversity among factors working in its favor to continue its run, she said. There are challenges, including a tight labor market, increasing costs, housing affordability, declining fertility rates and poor air quality. External risks include geopoliti-

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New baggage security equipment stands ready for operation in the new north concourse of the Salt Lake City International Airport expansion project, which is scheduled to open in September.

On-schedule airport expansion price tag now exceeds \$4 billion

John Rogers
The Enterprise

The massive rebuild of the Salt Lake City International Airport just keeps getting bigger — and so does its cost. Officials have announced that the total budget for the project is now expected to eclipse \$4 billion. The new budget was outlined at a recent meeting of the Airport Advisory Board.

When ground was broken in 2014, the price tag was estimated at \$1.8 billion, but that was soon surpassed as airport

and Salt Lake City officials announced that the project had been expanded to include a new north concourse in addition to the original new terminal and south concourse. By mid-2019, the cost estimates soared to \$3.6 billion.

Officials said that the latest cost projection — now nearly \$4.1 billion — is mainly the result of additions to the facilities requested by the airlines that use the airport. The airlines, led by Delta, said

Chamber unveils 2020 legislative session priorities

The Salt Lake Chamber has introduced its priorities for the 2020 Utah legislative session that begins this week in Salt Lake City. The announcement was made at the chamber's Utah Economic Outlook & Public Policy Summit. The chamber partnered with the the Kem C. Gardner Policy Institute to host the summit at the Salt Lake Marriott Hotel.

Chief among the priorities the chamber will pursue is sustaining the business and economic environment that places Utah among the top of America's best-performing states, strengthening education funding and outcomes, supporting the state's workforce, closing the housing gap, building transportation infrastructure and investing in diverse energy and environmental quality.

"The chamber's legislative priorities are all about enabling businesses to succeed and creating an environment where our workforce and their families want to live," said Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance. "We are committed to a bright future. Through partnerships and collaboration between our business community, government and community organizations, we will continue to grow in a way that will preserve Utah as the best state in America to live and work for the next 20 years."

In releasing the 2020 legislative priorities, Jacey Skinner, the chamber's general counsel and executive vice president of

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Representatives of Utah's Silicon Slopes, the organization that represents the state's burgeoning technology industry, were in New York City earlier this month to ring the closing bell at the Nasdaq Stock Market and to promote the organization's annual Tech Summit scheduled for Jan. 30-31. In a speech at the event, Clint Betts, Silicon Slopes' executive director (center in green), told the assembly, "Together, we have proven exceptional businesses and entrepreneurs can come out of Utah and thrive amongst world-class companies in much bigger markets. Companies like Qualtrics, Pluralsight, Domo, Vivint, Ancestry, Omniture, Xant, Podium, Divvy, Weave, Lucid, Health Catalyst, BambooHR, MX, Workfront, Instructure, Pattern, Galileo, NiceInContact and so many others are helping to build Utah into a world-class hub of innovation and entrepreneurship. Gone are the days where you can only build a successful company in Silicon Valley. With Utah leading the way, communities around the world are proving great ideas and innovation are not exclusive to one place."

Vivint Smart Home completes merger, begins public trading

Mosaic Acquisition Corp. of New York City and Provo's Vivint Smart Home Inc. have completed their merger that was announced last year. Mosaic is an investment firm created specifically to effect the merger. The resulting entity will be called Vivint Smart Home and began trading on the New York Stock Exchange under the ticker symbol VVNT on Jan. 21.

The transaction is one of the largest U.S. special-purpose acquisition company mergers ever, with an enterprise value of \$4.2 billion, including additional equity of \$488 million, Vivint said in a release.

Mosaic shareholders approved the transaction at a special meeting earlier this month. Existing Vivint investors and new investors supporting the transaction include affiliates of Blackstone and Fortress Investment Group LLC and anchor investors of Mosaic.

Vivint's management team, led by founder and CEO Todd Pedersen and President Alex Dunn, will continue to lead the combined company. David Maura, executive chairman and chief executive officer of Mosaic, will join the combined company's

board of directors. "In a market where it is difficult to find value, Vivint presents a unique opportunity to invest in the rapidly expanding home automation space," said Maura. "I have made a significant personal investment in Vivint and I look forward to serving on the board as Todd, Alex and the team lead the company through its next phase of growth and development."

"Completing our merger with Mosaic and becoming a publicly traded company is an important milestone for Vivint," said Pedersen. "With the new capital from this transaction, we will strengthen our balance sheet and continue to invest to support our mission of helping families live more conveniently and intelligently with Vivint's smart home platform. As we begin our next chapter, Vivint is well-positioned to achieve our goal of redefining the home experience."

Vivint Smart Home is an integrated smart home system developer and marketer with in-home consultation, installation and support. Vivint has more than 1.5 million customers throughout the United States and Canada.



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Miller donation helps Intermountain launch 'model' child health system

Last week, Intermountain Healthcare unveiled its plan to create a national model health system for children and the \$500 million investment in it plans to make it happen. The healthcare organization also announced that the first \$50 million toward its goal is coming from Utah businesswoman, civic leader and philanthropist Gail Miller and the Larry H. Miller family organization.

In conjunction with the announcement, Intermountain revealed plans to build an additional Primary Children's Hospital campus in Lehi. The new five-story, 66-bed hospital campus will provide trauma and emergency services, behavioral health, intensive care and surgical and clinic services not available elsewhere in Utah County, the healthcare giant said.

"It's more than we've ever done before. It's a huge leap of faith," Miller told the crowd gathered in Primary Children's outpatient center. She became emotional as she recalled a time when her first son, Greg Miller, was saved by doctors at the hospital as an infant after he fell off a bed and suffered blood clots.

The plan to build a model health system for children is made possible through the unique combination of the free-standing Primary Children's Hospital, the strength of Intermountain's network of 160 clinics and 24 hospitals and pediatric specialty expertise from University of Utah Health, the organization said.

The new model will expand the Primary Children's care network, which serves children in a 400,000 square-mile area in Utah, Wyoming, Montana, Idaho, Nevada and Alaska.

"By bringing together coordinated teams of specialized pediatric caregivers from multiple Intermountain facilities and Primary Children's pediatric partners at University of Utah Health, Intermountain's plan to build the nation's model health system for children will feature advancements in pediatric health research, innovation and technology," Intermountain said in a release.

"This effort comes at a critical time, as the number of children served by Intermountain Healthcare continues to rapidly grow, and their needs continue to change and become more complex," said Katy Welkie, CEO of Primary Children's Hospital and vice president of Intermountain's Children's Health. "To address the growing need for health issues facing children, we must

create a new model of pediatric care that will cater to the unique challenges that we see across our large geographic area. In building the nation's model health system for children, we are positioning Utah as the home for the nation's healthiest kids."

Intermountain said it has committed to funding half of the \$500 million or more needed to complete the plan and has commissioned the Intermountain Foundation to seek the remaining funding through philanthropic support. This represents the largest commitment to the care and health of the region's children since Primary Children's was envisioned in the early 1900s.

Intermountain's plan to build the nation's model health system for children includes three components and associated projects, programs and facilities:

- Strengthen Primary Children's Hospital to include an advanced fetal care center, an enlarged and enhanced Level 4 neonatal intensive care unit, an expanded cancer treatment center and breakthroughs in pediatric research with University of Utah Health at the new Primary Children's Center for Personalized Medicine.

- Extend excellence in pediatric care across the Intermountain West, including the new Lehi Hospital and an expanded pediatric care network that will ex-

pand Primary Children's Hospital throughout the Intermountain West, bringing specialty care closer to families outside the Wasatch Front through telemedicine technologies, digital health services and pediatric emergency clinicians in rural areas.

- Innovatively target emerging children's health needs with additional mental and behavioral health services for children, teen-to-adult transition programs to help children with serious conditions such as diabetes and cystic fibrosis and a coordinated Healthy Kids program that will provide interventions to children experiencing traumatic events to decrease their risk for health issues later in life. This program includes partnerships with school and community groups throughout Utah.

"The time to enhance the health of our children, families and communities at all levels is now," said Dr. Marc Harrison, president and CEO of Intermountain Healthcare, who is also a pediatric critical care physician. "We are humbled and honored that the Miller family has provided this transformative gift to help Intermountain Healthcare achieve the best care for children anywhere. We will steward this precious gift for the sole good of our children and hope that it will inspire others to join us and help bring this once-in-a-generation

opportunity to life."

"Intermountain Healthcare's plan is impactful and innovative and will improve our collective health through a finite focus on children," said Miller. "Our family is committed to enriching lives and doing good in our commu-

nities. We understand from personal experience how important it is to have the highest quality healthcare available to address the needs of children. Our family absolutely recognized the need to be involved in this historic model health system."

N.Y. firm buys Park City co.

SavATree, a nationwide landscape company with headquarters in Bedford Hills, New York, has acquired Park City-based Wasatch Arborists. This will be SavATree's 39th branch and its first location in Utah. The company said the purchased continues its efforts to grow in the western half of the country.

"I'm super-excited to be working with so many people who have the same small-town, customer-first approach that we do," said Wasatch Arborists owner and arborist Ryan Torcicollo, who took over the company in 2015 after an extensive career on the East Coast. "We're ready to hit the ground running in 2020."

"This merger has taken us one step closer toward realizing our strategic goals in the area," said Daniel van Starrenburg, CEO of SavATree, "and we couldn't have found a more well-regarded partner. The resort community around Park City has long benefited from the care of

Wasatch Arborists. We have big plans for the area, including introducing an expanded range of service options, like lawn care, plant healthcare and organic alternatives."

Torcicollo built Wasatch Arborists from a one-man, backyard operation to a large tree-care team in Summit, Wasatch and Salt Lake counties. He and business partner Jessica Torcicollo, along with operations manager Caleb O'Brien, arborist Charlie Haer and the company's field specialists, will continue to run the company in Utah.

JOHN BITNER, MD

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Film incentives will bring \$9.7 million in economic impact and 275 jobs to Utah

Four film and TV productions were approved this month for state economic incentives to shoot in Utah.

The Governor's Office of Economic Development (GOED) board, at its January meeting, approved the incentives for the productions, which are expected to have a total economic impact of approximately \$9.7 million and create more than 275 local jobs.

Happy Planet LLC was approved for a tax credit of up to \$681,850 for "9 Years to Neptune," a narrative series that is a collaboration with Utah-based Cosmic Pictures for BYU TV. It is a scripted, comedy-driven educational TV series featuring a spaceship full of puppets and one human headed for the galaxy's most distant planet.

The production is expected to spend more than \$4.5 million in Utah and employ 11 cast members and 44 crew. Principal photography is scheduled for May 19-Sept. 18 in Salt Lake and Utah counties. The producers are Benton Paul and Peter McKellar. The directors are Tyler McKellar and Greg Kiefer.

Cabin in the Woods LLC was approved for a tax credit up to \$375,000 for the family feature "Haul Out the Holly," which is expected to spend \$2.5 million in Utah and employ 44 cast, 100 crew and 350 extras.

Principal photography is set

for March 2-April 17 in Salt Lake and Davis counties. The film tells the story of a woman who throws a living funeral for herself and must make peace with her loved ones before she is gone forever. The producers are John Kelly ("127 Hours") and Kelly Pendency.

graft. The director is Mandy Fabian.

Camera 40 Productions LLC was approved for a cash rebate of up to \$225,000 for the third season of the science fiction/fantasy series "The Outpost," which airs on the CW Network and SyFy

Channel internationally. The production, based in Springville, is expected to spend \$1.5 million in Utah and employ five cast, 25 crew and 10 extras.

see FILMS page 14

CORPORATE FINANCIAL REPORTS

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

Zions

Zions Bancorporation NA, based in Salt Lake City, reported net earnings applicable to common shareholders of \$174 million, or 97 cents per share, for the fourth quarter of 2019. That compares with \$217 million, or \$1.08 per share, for the same quarter a year earlier.

Zions has about \$70 billion in total assets and operates in 11 western states.

"Fourth-quarter earnings of \$174 million, or 97 cents per share, were dampened by com-

paratively flat loan volumes and \$37 million in severance and restructuring charges to facilitate a cost-reduction initiative that will largely take effect during the first quarter of 2020," Harris H. Simmons, chairman and CEO, said in announcing the results.

"We were nevertheless pleased with the strong 10.5 percent annualized growth in average deposit balances we experienced during the quarter, including 7.5 percent annualized growth in non-interest-bearing demand deposits, and by the relative stability of our net interest margin in a challenging interest rate and competitive environment. Economic conditions throughout the markets we

serve remain vibrant, and we are optimistic that credit quality will continue to be relatively strong in 2020."

Franklin Covey

Franklin Covey Co., based in Salt Lake City, reported a net loss of \$544,000, or 4 cents per share, for the first quarter of fiscal 2020 ended Nov. 30. That compares with a loss of \$1.4 million, or 10 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$58.6 million, up from \$53.8 million in the year-earlier quarter.

Franklin Covey is a performance improvement company.

"We are really pleased that Franklin Covey has had another strong quarter, which has given us a very good start to our fiscal year," Bob Whitman, chairman and CEO, said in announcing the results. "We generated strong growth in sales and gross profit, and achieved a 57 percent increase in adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) for the quarter. Our revenue increased 9 percent, or \$4.8 million, to \$58.6 million, with strong growth occurring in both our enterprise and education divisions, and our adjusted EBITDA improved \$1.8 million over last year's first quarter to \$5 million."

Going against the grain: Contrarian thinking can put us on the right track

It makes business more interesting when there are a few contrarians around — a Jeff Bezos, a Steve Jobs or an Elon Musk — those who challenge commonly accepted assumptions. They stir our placid mental waters to get the creative juices flowing.

As it turns out, the start of a new decade is a good time for a little contrarian thought — for looking at things differently. In fact, it may be helpful since we're entering a period that will present us with far-reaching changes and daunting challenges. In other words, a time when we can benefit from getting tougher with ourselves.

Here are four contrarian thoughts about taken-for-granted ideas that may be tried but, as it turns out, not necessarily true:

1. Keep your head down and go with the flow. Never raise your hand. Don't do anything to call attention to yourself. Keep a low profile. Go along to get along. Whatever else may be said about the need for new ideas, these remain the mantras for success. Those who dare to wander off the path do so at their own peril.

All of it may have worked when the goal was having managers lead organizations. Their mission was to make sure things ran

like well-oiled machines. It's no surprise that surveys indicate that a high percentage of employees (one puts it as high as 83 percent) are bored, want new challenges and are actively looking for new jobs.

Today, the term manager is fading and being replaced by a leader, someone who is charged with the responsibility of assuring an enterprise meets challenges by helping people succeed.

2. Everything's going down the drain. In spite of an abundance of bad news and unspeakable horrors, nothing seems to stop us from hitching our wagons to a star, as the saying goes. Even though we're faced with mountainous problems, nothing seems to curtail optimism, that tomorrow will be a better day.

To be sure, there are good reasons why the idea of progress holds sway over us. Indicators over the past two centuries paint a bright picture of the future — improved health, longer lives, technological advancements, a better educated citizenry, income growth and dozens more.

All this is wonderful, except it's not always the way it plays out in our individual lives. Loved ones die, promises are broken, jobs are lost and dreams don't come true even when we work hard. As

someone has said, "Bad things happen to good people." They do, so it's easy to be bitter, angry and just plain negative.

Not long ago, I spoke with a man receiving palliative care after surgery for Stage 4 pancreatic cancer, which was discovered just weeks after his long-anticipated retirement. To keep busy following surgery, he took a part-time job. After a few minutes on the phone, he told me he needed to get ready for work, and added, "I love it!" That's when I came to understand the awesomeness of resilience and optimism.

3. Don't sweat the small stuff. This is good advice since our lives seem to be plagued with endless amounts of irritating, time-consuming and inexcusable stuff that drives us crazy. This is why it's helpful to take a "water off a duck's back" approach as a way to keep our sanity.

But (and here it comes), not about everything. In a client memo, an attorney used "onerous" (it means burdensome) instead of "onus" (it means responsibility or duty). Small stuff? Just a mistake. Perhaps, but when you're preparing a legal document that impacts someone's life, it can be a big deal.

This is why a "don't worry about it" attitude simply won't cut it in a business environment, one that requires (and rewards) accuracy, clarity and focus. Vocabulary

may not save the world, but it may save your next sale, deal — or even your job.

4. I'm a good judge of people. Most of us take pride in being good at figuring out others. If asked, we would probably say, "I sure like to think I'm a good judge of character." But, if you're like me, it's easy to forget about the times you were wrong about someone when it came to telling the truth. Then, we wonder why we missed it. But it still doesn't stop us from thinking we're a pretty good judge of people.

This is more than a personal issue, since it has implications in business for hiring, selecting people for promotions and evaluating written communications and presentations, as well as working with consultants, vendors and co-workers.

Yet, I struggled with why it's so hard to know when someone is lying. I found the answer when reading Malcolm Gladwell's book, *Talking to Strangers*. He discussed the "Theory of Truth Default," a concept developed by communications researcher Timothy R. Levine. We've all criticized others for failing to spot a liar, even though there were plenty of reasons or "red flags" to alert us to a problem. But, as Gladwell says, we should be asking something else. "The right question is: were there enough red flags to push

you over the threshold of belief? If there weren't, then by defaulting to truth, you were only being human."

Here's an example. A board of Realtors hired a marketing consultant to help with announcing the hiring of a new president, who was to arrive shortly from another state, even though at the last minute, several executive board members expressed concerns about the individual's qualifications at a meeting.

Sensing the situation, the consultant asked if he could be of help. They agreed. Within 36 hours, he turned up sufficient negative information to push the executive committee over the edge of belief. The employment offer was withdrawn, avoiding a potentially disruptive situation.

Levine holds that defaulting to truth is human, which can be the easy way out. So, when we have doubts, it's not time to remain silent, but to dig deeper.

While some contrarian thinking can be damaging, it can also be helpful in clarifying thinking and making better decisions.

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



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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.

ASSOCIATIONS

• **Lisa Kirschner** has been elected as a board of trustee member at the **American Exploration and Mining Association**, one of the nation's oldest mining associations. She will serve a three-year term. Kirschner has been a shareholder at Parsons Behle & Latimer, Salt Lake City, for the past 22 years and also a member of its Energy, Environmental and Natural Resources legal team. A water quality attorney, Kirschner has worked with numerous industries, including the mining industry, on permitting, enforcement and compliance issues at both the state and federal levels. She also writes and speaks extensively on water quality-related topics.



Lisa Kirschner

• **Idaho-based D.L. Evans Bank** has hired **Lexi Olsen** as a business banking officer for the Northern Utah area. Olsen has eight years of banking experience and will be helping business customers with their business online banking needs, business capture and merchant services. She will work in the company's South Ogden branch.

BANKING

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Lexi Olsen

CONSTRUCTION

• **Parametrix**, an engineering, planning and environmental sciences firm, has hired **George Benford** as a principal consultant to lead the firm's Salt Lake City office. He will be responsible for the firm's Utah operations, which

includes approximately 15 staff providing services in transportation and environmental planning, urban design and traffic engineering. Benford has more than 40 years of experience in the engineering industry, both in the private and public sectors. His expertise is in transportation, traffic, utilities and environmental studies, as well as public involvement. Benford most recently was principal engineer for 10 years at Horrocks Engineers. Prior to that, he was public services director for Ogden City.



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CONTESTS

• The application deadline for the **2019-2020 Utah Entrepreneur Challenge** is midnight Feb. 12. All college students in Utah are eligible to participate in the contest, which features \$100,000 in cash and prizes, including a \$40,000 grand prize. The contest is a business model competition managed by the **Lassonde Entrepreneur Institute** and sponsored by **Zions Bank**. In addition to the grand prize, there are also prizes awarded

for best business model, presentation and technology. Participating teams are judged by industry professionals and community experts. Details are at <https://lassonde.utah.edu/uec>.

ECONOMIC INDICATORS

• **Utah** has the No. 9 healthiest economy in the U.S., according to rankings compiled by **SeniorLiving.org**, using data from the U.S. Bureau of Labor Statistics and Bureau of Economic Analysis. The rankings were determined by analyzing data pertaining to unemployment rates, wages and gross domestic product in every state. Utah is tied for second in unemployment rate, at 2.4 percent; 17th for change in unemployment between 2015-19, 28th for average annual wage; and 28th for per capita gross domestic product.

• The **Provo-Orem** area is ranked ninth among small and midsize metro areas in a list of the **"Top 10 Hottest Markets for Rental Investment in 2020,"** compiled by The Motley Fool's real estate investing website, **Millionacres**. The website analyzed 188 metropolitan statistical areas across the United States based on several market indicators, including price-to-rent ratio, annual population change from 2017-18, total annual growth in residential construction permits from 2017-18, and employment growth from October 2014 to October 2019. The top "hottest demand" market is Boise, Idaho.

• **Utah** has the nation's lowest percentage of residents who are **65 and older**, according to **SeniorLiving.org**, using data from the U.S. Census Bureau and the Centers for Disease Control and Prevention. Residents 65 and older account for only 11.1 percent of Utah's population. The median age of Americans is 38, and 93,000 people in the nation are over 100 years old.

EDUCATION/TRAINING

• **Western Governors University**, Salt Lake City, has announced the university's first globally available microcredential in information technology. The **IT Career Framework MicroBachelors** is designed to create pathways for people looking to advance their IT careers. Credit-backed and stackable, it can be a standalone credential, but it also allows working students to apply credit towards a bachelor's degree program at WGU, pending admission. Its scope includes computer networking, security, scripting and programming skills. Like all WGU degree programs,

it is competency-based, allowing students to advance as soon as they demonstrate mastery of course materials. It can be completed for less than \$1,500. Details are at <https://www.edx.org/microbachelors/wgux-information-technology-career-framework>.

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EXPANSIONS

• **Sportsman's Warehouse Holdings Inc.**, a West Jordan-based outdoor specialty retailer company, has announced plans to open stores in Parker, Colorado, in February; Brentwood, California, in August; and Corona, California, in October. After they open, the company will have 107 stores in 27 states.

HEALTHCARE

• **Collective Medical**, a Salt Lake City-based company focused on real-time care collaboration, has appointed **Wayne Grodsky** as chief revenue officer. Grodsky has more than 30 years of healthcare executive leadership experience, most recently serving as chief growth officer at SOC Telemed. Prior to joining SOC, Grodsky served as enterprise growth officer with Zirmed (now Waystar), chief growth officer for Optum's Risk and Quality Solutions business, and chief sales officer for Executive Health Resources (acquired by Optum).



Wayne Grodsky

• **ATL Technology**, a Springville-based development and manufacturing partner of medical device firms, has announced the expansion of its Costa Rica operations and the divestiture of its **Catheter Research Inc.** business unit to **Biomerics**. The expansion will add over 9,000 square feet of manufacturing space. ATL has been operating in Costa Rica since 2013. Since that time, the

operations have grown to include over 85 employees and 22,000 square feet of manufacturing space. This announcement comes on the heels of ATL's decision to divest its CRI business unit. CRI, a manufacturer of interventional catheters and medical device assemblies with locations in Costa Rica and Indiana, was purchased by ATL in a joint venture with Biomerics in 2018. Financial terms were not disclosed. Proceeds from the sale will be invested in ATL's internal research and development and growth initiatives.

INTERNATIONAL

• Seven Utah companies and organizations attended **CES 2020** in Las Vegas in January as part of the **World Trade Centers Association Delegate Program**. Recruited for the program by **World Trade Center Utah** were **Brydge, Funded Today, IconIQ Talks, Kiln, Soon App, Technology & Venture Commercialization at the University of Utah**, and the **Women's Tech Council**. The first mission of its kind developed by the WTCA, the program was a collaboration among the association; World Trade Center Las Vegas; and the Consumer Technology Association, owner and producer of CES, the world's largest technology event.

INVESTMENT

• **Stratus Medical**, a Salt Lake City-based company focused on advancing radiofrequency (RF) ablation treatment for chronic pain, has completed a private placement to acquire the assets of **NimbusRF** from **Biomerics** and to provide growth capital funding to support the continued global expansion of the Nimbus RF Multitined Expandable Electrode for chronic pain. The investment was led by **Med Venture Holdings**. Nimbus was developed to address the need for an easy-to-use, efficient, cost-effective RF device that provides a large volume and optimally shaped lesion, which interventional pain specialists, orthopedic surgeons and neurosurgeons can use to treat pain. Nimbus is manufactured in Salt Lake City.

MINING

• The board of directors of **Clifton Mining Co.**, American Fork, has authorized a stock repurchase plan, under which Clifton may repurchase up to \$800,000 of its outstanding common stock. The extent to which Clifton repurchases its shares, and the timing of

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Industry Briefs

from previous page

the repurchases, will depend upon a variety of factors, and the repurchase program may be extended, suspended or discontinued at any time. The company expects to finance the program from existing cash resources.

NONPROFITS

• **Sutherland Institute**, a Salt Lake City-based conservative, nonpartisan think tank, has announced that **Sharlene Wells Hawkes** has joined its board of directors. Hawkes is president and founder of Remember My Service (RMS) Military Productions, a division of StoryRock Inc. RMS Productions is a full-service video



Sharlene Wells-Hawkes

production and book publishing provider working specifically with military and veterans organizations. Her experience includes 16 years as a sportscaster with ESPN. Hawkes holds a bachelor's degree in communications from Brigham Young University and a master's in integrated marketing communication from the University of Utah.

PHILANTHROPY

• The **Weber Cares Program**, which provides free food and resources to students in need, recently received a \$3,225 donation from **Weber Dining** to aid in its efforts to combat food insecurity at **Weber State University**. Supported by the Center for Community Engaged Learning (CCEL), Weber Cares uses a three-pronged approach: the Weber Cares Food & Resource Pantry, which offers healthy food at no cost in the Shepherd Union Building; a voucher program, which provides emergency \$10 food vouchers redeemable at any Weber Dining campus location; and the Supplemental Nutrition Assistance Program (SNAP), which provides state food assistance. The Weber Cares Program has been in operation since 2011. During the 2018-19 school year, the pantry helped more than 600 students. Weber Dining is known nationally as Sodexo.

REAL ESTATE

• **Newmark Knight Frank** has announced that three retail brokers have joined its Utah office: **Matt Stephens**, senior managing director; and **Ted Lacy** and **Tyler Roeller**, both managing directors. They have combined commercial real estate



Matt Stephens



Ted Lacy



Tyler Roeller

experience of more than 40 years and they specialize in national-scale tenant representation, with a focus on franchisees. All previously were with MTN Retail Advisors. Stephens has 13 years of experience, representing the retail interests of franchisees from national companies. Lacy has 21 years of retail experience, including a background as an in-house real estate professional for several corporations, including Kroger, Kmart and Academy Sports. He has expertise in the areas of site acquisition, market analysis, competitive analysis, financial analysis and lease negotiation. Roeller, a real estate veteran of five years, has supported the growth of a variety of national franchise concepts into new markets across the U.S.

• **Inside Real Estate**, a Draper-based real estate software company and technology partner, has hired **Shaun Rosemann** as executive vice president of customer success to oversee its recently expanded customer success division. Rosemann most recently led customer success at Numetric. The team expansion also includes **Dan Mckeehan**, who has joined Inside Real Estate as director of customer success. Mckeehan's background in real estate includes roles at Dotloop, Zillow Group and Buyside.

RECOGNITIONS

• **SaltStack**, a Lehi-based creator of intelligent automation software for security operations teams, had its **SaltStack SecOps** products recognized as the **Best SecOps Security Solution** in the **2020 Tech Ascension Awards**, and was as a **Silver Winner** in the Security Software category of the **One Planet Awards**. The products, SaltStack Comply and SaltStack Protect, are enterprise security operations solutions designed to deliver automated and orchestrated continuous compliance and vulnerability remediation for production infrastructure at scale from a single platform.

• **Vitapul**, a company developing an injection device that stores medication in a way that extends its shelf life, won first place and the \$5,000 grand prize at the 2019-2020 University of Utah **Opportunity Quest** business model, executive summary competition. Ten teams advanced to the final judging and awards event at **Lassonde Studios**. The competition is managed by students at the **Lassonde Entrepreneur Institute** and sponsored by **Zions Bank**. Other top teams included second-place winner **Heimdall Health** (\$3,000), third-place winner **Sawtooth** (\$1,000), and best video winner **MounTins** (\$1,000). The institute, a division of the David Eccles School of Business, hosts branch Opportunity Quest competitions across Utah at partner universities. Participants are judged by industry experts based on the quality of their submission and pitch. Winning teams at Opportunity Quest receive prize money, and the winners advance into the top 20 of the Utah Entrepreneur Challenge where they will develop a full business model and compete against students across Utah for the grand prize of \$40,000. Other teams that advanced to the final judging and awards are **Coweb**, **GAIA Technologies**, **Life Ready**, **Parq**, **Rexchanger** and **Usobek**.

SPORTS

• The first phase of the **Mountain Expansion** project and the new intermediate training hill at the **Utah Olympic Park** — now named "Hyeway" —

is open for training. Ground was broken for the project last July. The first phase includes five alpine training lanes; one mogul lane; expanded terrain for freeski and snowboard athletes; 11 acres of lighted terrain; expanded, high-efficiency snowmaking capacity; and a fixed-grip quad chairlift. The project is a collaboration among the **Utah Olympic Legacy Foundation**, **Park City Ski & Snowboard**, **Rowmark Ski Academy** and **University of Utah Ski Team** winter sport organizations. Approximately \$6.8 million of the total \$11 million has been raised so far, with the second phase targeted to open in the winter of 2022. Phase 2 will focus on the west face of the venue.

• **Legends Boxing**, Salt Lake City, has opened three new gyms: Murray; owned and operated

by **Mike and Maryann Bygs**; Wilmington, North Carolina; and Austin, Texas. Openings are scheduled in Utah, Michigan, Arizona and Atlanta in the next quarter. The company has six studios in the U.S., with 22 in development.

TECHNOLOGY/LIFE SCIENCES

• **Claravine**, a Provo-based digital experience data management company, has opened an office in New York and hired **E.J. Freni** as its chief revenue officer. Freni has more than 15 years of experience in advertising and marketing tech.



E.J. Freni



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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.

Jan. 28, 11 a.m.-1 p.m.

“Business Women’s Forum: Transformational Learning: The Key to Advancing Your Career as Women.” Presenter is Susan R. Madsen, Orin R. Woodbury Professor of Leadership and Ethics at Utah Valley University. Location is Hilton Garden Inn Salt Lake City Downtown, 250 W. 600 S., Salt Lake City. Cost is \$27 for members, \$35 for nonmembers. Details are at slchamber.com.

Jan. 28, 11:30 a.m.-1 p.m.

2020 Athena Leadership Award Ceremony & Luncheon, an Ogden-Weber Chamber of Commerce event. Award recipient is Kimberli Green. Location is Timbermine Steakhouse, 1701 Park Blvd., Ogden. Cost is \$30. Details are at ogdenweberchamber.com.

Jan. 28, 11:30 a.m.-1 p.m.

Women in Business, a South Valley Chamber event. Speakers Vanessa and Nate Quigley, Chatbooks founders, will discuss how they built and ran a subscription-based photo book service based in Provo. Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$20 for members, \$25 for nonmembers. Registration can be completed at Eventbrite.com.

Jan. 28, 2-3 p.m.

“Doing Business in the Middle East” Seminar, a World Trade Center Utah event in partnership with the Governor’s Office of Economic Development and focusing on opportunities and challenges in doing business with Saudi Arabia and United Arab Emirates. Location is World Trade Center Utah, 60 E. South Temple, Suite 300, Salt Lake City. Free. Details are at wtcutah.com.

Jan. 28, 3-4:30 p.m.

“MasterClass: Professional Bio & Headshots,” a Women’s Business Center of Utah event. Location is Women’s Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$15 (free for clients). Details are at wbcutah.org.

Jan. 28, 3-5 p.m.

“2020 Marketing Trends,” a Utah Microloan Fund event covering digital marketing, social media marketing and content marketing updates for 2020. Location

is Utah Microloan Fund, 154 E. Ford Ave., Suite B, Salt Lake City. Free. Details are at utahmicroloan-fund.org.

Jan. 28, 6-8 p.m.

After-Hours Social, a Holladay Chamber of Commerce event. Location is Narra Asian Bistro, 6550 S. Big Cottonwood Canyon Road, Holladay. Cost is \$12.50. Details are at holladaychamber.com.

Jan. 29, 7:30-8:30 a.m.

Coffee Connection, a Holladay Chamber of Commerce event. Location is Kokopellis Koffee House, 3955 S. Highland Drive, Millcreek. Details are at holladaychamber.com.

Jan. 29, 11:30 a.m.-1 p.m.

“From Daybreak to Deseret Ranch: The Art of Master Planned Communities,” a ULI (Urban Land Institute) Utah event. Speaker is Don White, vice president of planning at Deseret Ranch and past chair of ULI Utah. Location is Zions Bank, Founders Room (18th floor), 1 S. Main St., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at <https://utah.uli.org/events/>.

Jan. 29, 12:30-4:30 p.m.

“Employment Rules: Key Utah Laws Employers Must Know,” 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.

Jan. 29, 3-5 p.m.

“Starting Your Business 101,” a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, Room 110, 9750 S. 300 W., Sandy. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 29, 6:30-8 p.m.

“Simple Steps,” a Small Business Development Center (SBDC) workshop. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

Jan. 30-31

Silicon Slopes Tech Summit 2020. Event includes keynote presentations, breakout sessions, entertainment and networking opportunities. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$195 for an all-access pass. Details are at siliconslopesummit.com.

Jan. 30, 7:30-9:30 a.m.

Annual Legislative Breakfast, a Utah Technology Council event featuring a discussion of pressing issues with legislators. Location is Utah State Capitol, 350 State St., Salt Lake City. Free. Registration can be completed at Eventbrite.com.

Jan. 30, 8:30-10:30 a.m.

“ADA and FMLBA: Briefing 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 \$99. Details are at employerscouncil.org.

Jan. 30, 9-10 a.m.

“Coffee With Clancy,” a Women’s Business Center of Utah event featuring Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah, and Meili Myles, co-owner of BGR Burgers Grilled Right. Location is Millcreek Coffee Roasters, 657 Main St., Salt Lake City. Free. Details are at www.wbcutah.org.

Jan. 31, 8 a.m.-noon

“Going Global — Ready or Not: Media Management in a Competitive World,” a Salt Lake Chamber event. Speaker is Bill Nixon. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. “Going Global” workshop costs \$99 for members, \$149 for nonmembers. Course fee for “Mastering Media Management” is \$350 for members, \$550 for nonmembers (includes four workshops during 2020). Details are at slchamber.com.

Feb. 4, 8:30-11 a.m.

“Pay the IRS Less Without Going to Jail,” a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 4, 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.

Feb. 4, 12:30-4:30 p.m.

“Basic I-9 Compliance,” an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

Feb. 5, 9-10:30 a.m.

“Mental Wellness Training: Tourism & Service Industries,” a Park City Chamber Bureau event designed for managers and supervisors and featuring experts from the University of Colorado teaching about recognizing when an employee may need extra support, common warning signs, and how to best help someone you may be concerned about. Location is Park City Hospital, Blair Education Center, 900 Round Valley Drive, Park City. Free for chamber members. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Feb. 5, noon-1:30 p.m.

“Trade Wars or Truce? Legalities of Doing Business with China in 2020,” a World Trade Center Utah event in partnership with Harris Bricken. Speakers are international attorneys Dan Harris, Rob Lamb and Jonathan Bench. Location is World Trade Center Utah, 60 E. South Temple, Suite 300, Salt Lake City. Free. Details are at wtcutah.com.

Feb. 5, noon-1:15 p.m.

“Technology Stacks of Local Software Companies,” a Silicon Slopes event. Speakers are Josh Hanks, software engineer, Olo; Nate Farnsworth, senior software engineer, Space Dynamics Lab; Sam Christensen, software engineer, Rent Dynamics; and Darrel Brown, senior software engineer, Centeva. Location is Centeva, 155 Church St., Logan. Free. Details are at siliconslopes.com.

Feb. 5, 4-5 p.m.

Walkable Wednesday, a ULI (Urban Land Institute) Utah event featuring Woodward Park City, a new action sports destination and ski resort. Location is Woodward Park City, 3863 Kilby Road, Park City. Free for ULI members, \$15 for nonmembers. Details are at <https://utah.uli.org/events>.

Feb. 5, 5-7 p.m.

“Business After Hours: Nonprofit Night,” an Ogden-Weber Chamber of Commerce event. Location is the GOAL Foundation, 2440 Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

Feb. 6, 8-9:30 a.m.

“The Alarming Truth About Mental Health & Addiction at Work,” a South Valley Chamber event. Speaker is James Hadlock, co-founder and chief evangelist at BluNovus. Location is Mountain America Corporate Headquarters, 9800 S. Monroe St., Suite 806,

Sandy. Free. Registration can be completed at Eventbrite.com.

Feb. 6, 8:30 a.m.-noon

“Marketing Rebellion 2020,” a Murray Area Chamber of Commerce event. Location is Embassy Suites, 10333 S. Jordan Gateway, South Jordan. Cost is \$25 for members, \$39 for early-bird, \$49 at the door. Details are at murraychamber.org.

Feb. 6, 8:30 a.m.-4 p.m.

“Supervisory Skills Program,” an Employers Council event over four consecutive Thursdays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

Feb. 6, 9-10 a.m.

“Coffee With Clancy: Avoiding Common Legal Mistakes with Running a Business,” a Women’s Business Center of Utah event featuring Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah, and Dana Ball, a former litigation attorney. Location is Athena Beans Coffee House & Bistro, 111 W. 9000 S., Sandy. Free. Details are at www.wbcutah.org.

Feb. 7, 7:30-8:30 a.m.

“Eggs & Issues,” a Murray Area Chamber of Commerce event. Location is Mimi’s Café, 5300 S. State St., Murray. Free unless ordering breakfast. Open to everyone (chamber membership not required). Details are at murraychamber.org.

Feb. 7, 8:30-11:30 a.m.

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

Feb. 7, 8-10 a.m.

First Friday Face to Face, a West Jordan Chamber of Commerce event. Location is Megaplex Theatres, second floor, The District, 3761 W. Parkway Plaza Drive, South Jordan. Details are at westjordanchamber.com.

Feb. 7, 8-10 a.m.

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

CALENDAR

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Feb. 7, 8:30 a.m.-3:30 p.m.

"Investigations in the Workplace," 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.

Feb. 10, 9:30 a.m.-2 p.m.

Women in Business Day at the Capitol, a South Valley Chamber Women in Business event. Location is Utah State Capitol, 350 State St., State Office Building Auditorium (first floor), Salt Lake City. Cost is \$20 for members, \$25 for nonmembers. Registration can be completed at Eventbrite.com.

Feb. 11, 8 a.m.-4 p.m.

"Managing Conflict," part of the Salt Lake Community College Frontline Leader Workshop Series. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$250. Details are at <https://www.slcc.edu/workforce/courses/index.aspx>.

Feb. 11, 8:30 a.m.-12:30 p.m.

"Coaching Employees:

A Step-By-Step Process," 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.

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

Lunch Event, a Holladay Chamber of Commerce event. Location is Tandoor Holladay, 4828 S. Highland Drive, Holladay. Cost is \$10.95. Details are at holladaychamber.com.

Feb. 12-March 4, 8 a.m.-noon

"Lean Six Sigma: Green Belt," a Salt Lake Community College Workforce Training course on Wednesdays to teach waste reduction strategies and learn process improvement skills using Lean Six Sigma initiatives. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$1,450. Details are at <https://www.slcc.edu/workforce/courses/index.aspx>.

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

"Meet the Money: Funding Options for Utah Small Business," a Small Business Development Center (SBDC) event. Panelists are Bryce Hansen of the Salt Lake SBDC (moderator), Neely Evanoff of Kiva

SLC/Women's Business Center, Brandon Orr of Utah Microloan Fund, and David Soper or Rob Leonard of Hillcrest Bank. Location is Kiln Salt Lake, 26 S. Rio Grande St., Suite 2072, Salt Lake City. Cost is \$5. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

Women in Business, a Murray Area Chamber of Commerce event. Speaker is Leta Greene, AKA Hotness. Location is The Cascades at Riverwalk, 1012 Jordan River Blvd., Midvale. Open to everyone (chamber membership not required). Cost is \$20. Details are at murraychamber.org.

Feb. 12, 6-8 p.m.

"Overcoming Resistance to Change" Workshop, a Silicon Slopes event. Speaker is Ksenia Bitter, partner at Change One Consulting. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at siliconslopes.com.

Feb. 13, noon-2 p.m.

2020 Summit County Economic Update and Entrepreneurial Spirit Luncheon, a Park City Chamber event featuring a meal; networking; keynote speaker Monica Mehta; and a mid-season economic update from Bill Malone, Park City Chamber/Bureau president. Mehta is author of *The Entrepreneurial Instinct: How Everyone Has the Innate Ability to Start a Successful Small Business*. Location is The Chateaux Deer Valley, 7815 Royal St. E., Park City. Cost is \$35 through Feb. 5, \$45 thereafter, \$300 for a table of 10. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Feb. 13, 1-3 p.m.

"Bring Some Sanity to Your Health Insurance Renewal: How to Develop a Winning Health Plan," presented by Hays Cos. of Utah and designed for employers who are serious about optimizing recruitment and retention while minimizing costs to build a sustainable health plan. Speakers are Dave Ross, executive vice president and director of underwriting services at Hays Cos.; and Erik Templin, employee benefits practice leader at Hays Cos. Location is Loveland Living Planet Aquarium, 12033 Lone Peak Parkway, Draper. Free. Details are at (801) 505-6500.

Feb. 13, 3-5:30 p.m.

"I'm Just Not That Into New: Adaptive Reuse and the Direction of Downtown," a ULI (Urban Land Institute) Utah event. Panelists are Teri Klug, ULI Utah WLI chair and director of outreach, Visit Salt Lake (mod-

erator); Salt Lake City Mayor Erin Mendenhall; Ellen Winkler, co-founder and partner, Industry; Jessica Norie, president, Artspace; Joanna Smith, CEO, The Wave; and Missy Greis, owner, Publik Concepts. Location is The Wave, 32 E. Exchange Place, Salt Lake City. Cost is \$35 for members, \$60 for nonmembers. Details are at <https://utah.uli.org/events>.

Feb. 13, 5:45-10 p.m.

2020 Annual Gala & After Party, an Ogden-Weber Chamber of Commerce event. Location is Peery's Egyptian Theater and Ogden Eccles Conference Center, 2415 Washington Blvd., Ogden. Cost is \$100. Details are at ogdenweberchamber.com.

Feb. 14, 7:30-8:30 a.m.

"Eggs & Issues," a Murray Area Chamber of Commerce event. Location is Mimi's Café, 5300 S. State St., Murray. Free unless ordering breakfast. Open to everyone (chamber membership not required). Details are at murraychamber.org.

Feb. 14, 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.

Feb. 14, 8:30-11:30 a.m.

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

Feb. 14, 11 a.m.-1 p.m.

"Sweet Success: Growing into a Small Business," a Women's Business Center of Utah event. Location is Kiln, 26 S. Rio Grande St., Suite 2072, Salt Lake City. Cost is \$35. Details are at wbcutah.org.

Feb. 18, 8 a.m.-4 p.m.

"Managing Conflict," part of the Salt Lake Community College Frontline Leader Workshop Series. Location is SLCC's Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details are at <https://www.slcc.edu/workforce/courses/index.aspx>.

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

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

Feb. 18, noon-1 p.m.

"Lunch & Learn: The Essentials of Branding: It's More than a Logo," a Park City Chamber/Bureau event for members only. Speaker Hilary Reiter of Redhead Marketing & PR will discuss "The Essentials of Branding: It's More Than a Logo." Location is Blair Education Center, Park City Hospital, 900 Round Valley Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

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

"Customers Forever: Keep More Customers, Make More Money," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$10. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 19

Small Business Development Center (SBDC) Workshops, including "Quickbooks" and "Tax Planning" at 5:30-6:30 p.m. and "Simple Steps" at 6:30-8 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>.

Feb. 20, 8 a.m.-5 p.m.

Employer Tax Workshop, a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$10. Details are at <https://clients.utahsbdc.org/events.aspx>.

Feb. 20, 9-10 a.m.

"Coffee With Clancy," a Women's Business Center of Utah event featuring Clancy Stone, business advisor for the northern region for the Women's Business Center of Utah. Location is Ritual Chocolate, 1105 Iron Horse Drive, Park City. Free. Details are at wbcutah.org.

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

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

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

Annual Athena Award Ceremony, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651

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Succeeding in Your Business

My Entrepreneur of the Year nomination - Part 1 of 2

"Like the guy in Psalm 130, I am writing to you out of the depths of despair.

"I started a retail business last year involving a hot new technology. We needed some local real estate and found a pretty good location, but when our contractor inspected the space after we signed the lease, he discovered all kinds of environmental and structural prob-



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lems with the building, which didn't show up on any of the land records. We were able to get out of the lease, after much yelling, screaming and threats of lawsuits, but it cost us a ton of money.

"After a diligent search, we found another good location for the business. This time, I had the contractor examine the space before we signed the lease.

"But then the real problems began. It cost us twice as much as we budgeted to build out the space. A relative of mine had arranged some financing from

some of his country club friends, but we burned through that dealing with the first lease. When I went back to him asking for help with a second round, he said he wouldn't do it — not couldn't, wouldn't — and started calling me all kinds of bad names of which 'stupid,' 'incompetent' and 'lunatic' are the only ones you can print in your column.

"OK, I made some mistakes, but I didn't mislead anyone into thinking I was Mark Zuckerberg. Everyone knew that this was a new type of business, that I didn't have a track record in business startups and that nobody, anywhere, had done anything like this before, so we would all have to learn together as we went along. Funny how they forgot about that when the you-know-what hit the fan.

"A lot of suppliers wouldn't give us credit because we were inexperienced in business, so we had to pay cash up front for the equipment and inventory we need-

ed. Some of it didn't work, and I had to learn to fix things myself because there are no qualified technicians where we are located and I can't afford the downtime to ship it cross-country for repairs.

"In the meantime, my marriage started to deteriorate because I wasn't spending enough time on my day job. After we maxed out on all of our credit cards, my spouse wouldn't put the house at risk to guarantee an SBA loan. We are currently separated, and I'm living in a month-to-month rental with bedbugs until things cool down for a bit. I'm hoping they will, but I may have to choose between this business and watching my kids grow up.

"The really weird thing is that I haven't yet given up on this business. I know this is going to work. We opened our doors a couple of weeks ago and are getting tons of new customers as well as extremely favorable local press and word of mouth. It will be a while before we can cover expenses, but we have revenue, and we are getting there. I have

spoken to the landlord, and he's willing to stretch out the rent payments for a couple of months. I have even gone over my rich relative's head and directly contacted his friends who loaned us startup money, asking them to tour our operations and consider either making another loan or converting their existing loan into a piece of the business. A couple have visited the store and said they would.

"I have been through Hell and back, but I am not giving up on this. I am working with a financial planner willing to donate her time and have found a local accountant willing to introduce me to some local angel investors. I'm not sure anyone can give me advice I haven't already received, but I could really use some inspiration right now. Can you tell me something that will help me get through this?"

Never mind the new "Star Wars" movie. If you are looking for a real, honest-to-goodness American hero, look no further than this email, which crossed my inbox recently. Whoever

wrote this (he or she did not leave a name) has my nomination for Entrepreneur of the Year.

A lot of people start businesses thinking it will all be fun and games; that everyone (customers, suppliers and investors) will buy into their idea the minute they open their mouth; that there will never be even a moment of stress or doubt; and that everyone will love, worship and adore them like, well, the heroes in a "Star Wars" movie. We love watching these characters take leaps of faith and huge death-defying risks because, frankly, we're not being asked to do it ourselves, and we know things ultimately end up happily ever after in Hollywood movies.

To see the real world of entrepreneurship up close and personal, re-read this reader's email. (To be continued 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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CALENDAR

from previous page

N. 700 W., Layton. Cost is \$20. Details are at davischamberofcommerce.com.

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

"Lunch & Learn," a Murray Area Chamber of Commerce event. Location is Prohibition Utah, 151 E. 6100 S., Murray. Cost is \$19 for members, \$25 for guests. Details are at murraychamber.org.

Feb. 20, 5-8:30 p.m.

Annual Awards Gala 2020, a ChamberWest event. Theme is "Calling All Troops: Operation ChamberWest." Hall of Fame Award recipient is West Valley City Mayor Ron Bigelow. Location is Maverik Center, 3200 S. Decker Lake Drive, West Valley City. Three finalists and winners in five award categories will be announced. Details are at (801) 977-8755 or chamber@chamberwest.com.

Feb. 20, 6-8 p.m.

"The Ins and Outs of Google My 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>.

Feb. 21, 8 a.m.-6 p.m.

35th Annual Investor's Choice Venture Capital Conference, a VentureCapital.org event. Lake City. Luncheon keynote speaker is Jon Huntsman Jr., former Utah governor and former U.S. ambassador to China and Russia. Location is Marriott Downtown at City Creek, 75 S. West Temple, Salt Lake City. Event is preceded by Feb. 20, which includes a ski and snowboard day at Snowbird Ski Resort, 9385 Snowbird Center Drive, Snowbird; and an investor reception 6-8 p.m. at the Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Registration can be completed at www.ic-2020.eventbrite.com.

Feb. 22, 9:30 a.m.-4:30 p.m.

"Spice Kitchen Incubator: Food Entrepreneur Roundtable 2020," providing an opportunity to meet with and learn from food industry experts on topics related to business startup and scale-up. Location is Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Cost is \$15 for Spice Kitchen participants, \$20 for the general public. Details are at wbcutah.org.

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

Coffee Connection, a Holladay Chamber of Commerce event. Location is Coffee & Cocoa, 6556 S. 3000 E., Cottonwood Heights. Details are at [\[daychamber.com\]\(http://daychamber.com\).](http://holla-</p>
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Feb. 26, 8:30 a.m.-12:30 p.m.

"Family and Medical Leave Act Essentials," an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

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

Sandy Peak Awards 2020, a South Valley Chamber/Sandy City event. Keynote speaker is Kristin Cox, executive director of the Utah Governor's Office of Management and Budget. Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, Sandy. Details are at southvalleychamber.com.

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

"Lunch & Learn," a Murray Area Chamber of Commerce event. Speaker is Ron Haycock, a management accountant at Pratt & LeFevre Corp. Location is Twigs Bistro & Martini Bar, 6223 S. State St., Murray. Cost is \$19 for members, \$25 for guests. Details are at murraychamber.org.

Feb. 27, 3-4:30 p.m.

"Jump Start: Intro to Entrepreneurship," a Women's Business Center of Utah event. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free.

Details are at wbcutah.org.

Feb. 27, 6-7 p.m.

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

Feb. 28, 8 a.m.-4:30 p.m.

"PHR/SPHR Study Programs," an Employers Council event over five consecutive Fridays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$1,695. Details are at employerscouncil.org.

Feb. 28, 9 a.m.-4 p.m.

Entrepreneur and Investor Life Science Summit 2020, presented by BioUtah and the University of Utah's Center for Technology & Venture Commercialization (TVC) and title sponsor Simpson Thacher. Keynote speaker is David Bearss, CEO of Tolero Pharmaceuticals. Location is Cleone Peterson Eccles Alumni House, University of Utah, Salt Lake City. Ski Day is Feb. 29 at a location to be announced. Details are at <https://eilifesciencessummit.org/>.

March 3, 9-10:30 a.m.

"Jump Start: Intro to

Entrepreneurship," a Women's Business Center of Utah event. Location is the Women's Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at wbcutah.org.

March 3, 11:30 a.m.-1 p.m.

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

March 4, 9-11 a.m.

"Starting Your Business 101," a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, Room 114, 9750 S. 300 W., Sandy. Details are at <https://clients.utahsbdc.org/events.aspx>.

March 4, 2-5 p.m.

Utah Valley Job Fair 2020, a Utah Valley Chamber event. Location is Utah Valley Convention Center, Exhibit Hall A, 220 W. Center St., No. 200, Provo. Details are at thechamber.org.

March 5, 7:30-9 a.m.

Morning Speaker Series, an Ogden-Weber Chamber of Commerce event. Location is

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Opinion

OFCCP: Social engineering run amok at Department of Labor

A few years ago, the U.S. Chamber of Commerce released two reports detailing enforcement and litigation abuses by the Department of Labor's Office of Federal Contract Compliance Programs, or OFCCP.

Instead of holding firms accountable when they engage in real discrimination against their employees, the agency has become a government arm for securing high-dollar settlements on dubious grounds.

Congress has not moved to rein in this abuse, though that may change if one of the few companies that are finally standing up to the agency prevails against its abuser.

Created by a Lyndon Johnson-era Executive Order 11246, OFCCP enforces the federal government's affirmative action and anti-discrimination mandates on federal contractors. It typically does so through routine audits, which are often fishing expeditions. The behavior of its auditors has been widely criticized for decades. Complaints include allegations of arbitrary and abusive exercises of power, waste of resources and intimidation. There's no good excuse for this type of bullying by a government agency.

Because the agency has the power

to debar contractors — meaning the government will no longer do business with them — companies fear retribution if they defend themselves. One recent exception is Google, which decided that supplying



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740,000 pages of documents at the cost of 2,300 man-hours and about \$500,000 ought to be enough for the agency to review the firm's compensation practices. When OFCCP said it wasn't and Google needed to send over the names of its employees, OFCCP sued. Google won a victory in which a Labor Department administrative law judge — with every incentive to defer to the government — found that OFCCP's additional demands were "overbroad, intrusive on employee privacy, unduly burdensome and insufficiently focused on obtaining the requested information."

This private-sector vindication, however, is an exception to the rule. OFCCP recently extracted its largest ever settlements from Goldman Sachs and Dell Technologies — \$10 million and \$7 million, respectively — and, shortly before that, got \$4.2 million from Bank of America. But those numbers pale in comparison to the \$400 million OFCCP alleges that Oracle Corp. owes to female, Asian and African American employees. The only thing more astonish-

ing than the amount of money sought is the flimsiness of the government's case.

To prove its discrimination claim, OFCCP relies entirely on a statistical analysis that fails to reflect the labor market's great complexity. For instance, the government uses crude controls for employee education and experience, both of which have a large impact on compensation. For education, OFCCP considers only an employee's degree level but not whether the degree is actually relevant to the job performed. As for experience, it considers only the employee's age and time at Oracle, omitting both length at the current position — which is where the most useful experience is gained — and the relevance of prior work. OFCCP, in other words, thinks that any employees of the same age and with the same tenure with their current employer possess the same experience.

OFCCP's analysis also treats employees with the same job title as similarly situated, creating more grounds for discrimination claims. However, a software engineer working on databases does very different work than one who develops artificial intelligence. Yet if the worker in the higher-demand field, who can therefore demand higher pay, happens to be Caucasian or male, while the other is female or a minority, then the government concludes the pay

disparity is due to discrimination by Oracle.

In short, the government fails to compare like employees to like, and it doesn't control for perfectly innocent variables that explain pay differences.

Thankfully, Oracle is fighting back. Unfortunately, the ideas driving the social-engineering agenda are spreading. In 2018, California instituted quotas for the number of women on corporate boards. And Sen. Elizabeth Warren proposes even more interference from the federal government, such as banning contractors from asking about salary or criminal history and requiring significant reporting on employee pay, broken down along demographic lines. For companies that contract with the federal government and employ about a quarter of the American workforce, such invasive requirements carry a hefty compliance cost for government contractors and taxpayers.

Quite a lot is riding on whether Oracle can fend off the government goliath. Given the size of the case, a government victory will almost certainly embolden the social engineers even further.

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

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Taiwan really needs U.S. support and Pres. Trump is obliging

Donald Trump is arguably the most pro-Taiwan president in U.S. history.

On Trump's watch, U.S. warships sail through the Taiwan Strait — the international waters separating Taiwan from China — on a routine basis, compared with just one to three times a year under Barack Obama. While both Obama and George W. Bush refused Taiwan's requests to buy U.S. F-16s for fear of provoking Beijing's ire, Trump approved the fighter-jet sale — the first since 1992.

And after the 2016 election, Trump became the first U.S. leader to speak directly with a Taiwanese leader since the United States broke diplomatic relations in 1979 when he accepted a congratulatory call from President Tsai Ing-wen.

That's good news, because Taiwan has never needed America's support more than it does now. Recently, the people of Taiwan delivered a stinging rebuke to China when they defeated the pro-Beijing Nationalists and reelected Tsai in a landslide. More than a year ago, Tsai appeared to be finished after her Democratic Progressive Party suffered huge losses to the Nationalists in local elections. But in the election, despite massive Chinese efforts to bolster her opponent, Tsai won a record 8.2 million votes, more than any Taiwanese leader since the start of direct presidential elections in 1996.

What changed? China's crackdown in Hong Kong, that's what. Beijing claims Taiwan as a province and wants it to accept Chinese sovereignty under the same "one

country, two systems" principle by which it rules Hong Kong. And after watching Beijing trample over Hong Kong, the Taiwanese people want nothing to do with "one country, two systems" and decided to send China a clear message. As Taiwan's foreign minister Joseph Wu said in an interview, "Young voters here in Taiwan, they see the young demonstrators in Hong Kong fighting for their freedom and democracy [and realized] if they don't come out and try to save our country through the democratic process, Taiwan might become a second Hong Kong."

If China's Communist leaders were capable of introspection, they would realize they screwed up. All they had to do was leave Hong Kong alone, continue to collect its riches and watch as the Nationalists in Taiwan took power. Instead, with their brutality, they created a wave of anti-China sentiment in both places.

It is unlikely that Chinese President Xi Jinping will learn from his mistakes and back off. Instead, China will probably seek to punish Taiwan. The question is in what form that punishment might come. Beijing might seek to coerce Taiwan economically by scrapping trade privileges under the economic cooperation pact it signed with Tsai's Nationalist predecessor. Like its crackdown in Hong Kong, such a move would backfire on China, pushing Taiwan to diversify its economy and become less dependent on trade with the mainland. The Trump administration has a strategic and economic op-

portunity to help Taiwan do that by negotiating a new U.S.-Taiwan free trade agreement. A free trade deal should be a no-brainer for Trump — a chance to bolster the U.S. economy, increase U.S. exports, raise pressure on China and rack up a big win on Capitol Hill all in one fell swoop.

The more worrisome possibility is that China will respond militarily. The conventional wisdom holds that so long as Taiwan does not declare formal independence, Beijing will not invade. But, as the American Enterprise Institute's Oriana Skylar Mastro points out, there is a real danger that the lesson Beijing takes from Tsai's reelection

is that "the only way Taiwan will ever reunify with mainland China is at the end of a gun."

To keep the peace, the United States must enhance its deterrence posture with China. One way to do so would be to deploy new conventional intermediate-range ballistic missiles to East Asia. China is aggressively building and deploying such missiles, but the United States was banned from doing so under the Intermediate-Range Nuclear Forces (INF) Treaty with Russia. This put the United States at a stra-

see THIESSEN next page



MARC
THIESSEN



"Everyday he just stands there and looks. Never comes in, never so much as touches the door, just... looks. I mean, come on! Do something! Or don't! But for crying out loud, end this!!!"

CALENDAR

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

March 5, 8:30 a.m.-12:30 p.m.

“Compensation: Are Your Jobs Priced Right?” an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

March 5, 5-7 p.m.

Speed Networking, a Park City Chamber/Bureau event. Location is Five5eeds, 1600 Snow Creek Drive, Park City. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

March 6, 8-10 a.m.

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

March 6, 8-10 a.m.

First Friday Face to Face, a West Jordan Chamber of Commerce event. Location is Megaplex Theatres, second floor, The District, 3761 W. Parkway Plaza Drive, South Jordan. Details are at westjordanchamber.com.

March 6, 11 a.m.

World Leaders Forum, presented by World Trade Center Utah, in partnership with the Tanner Humanities Center, and featuring Reshma Saujani, founder and CEO of Girls Who Code. Location is Kingsbury Hall at the University of Utah. Details to be announced.

March 10, 8 a.m.-4 p.m.

“Effective Business Writing,” part of the Salt Lake Community College Frontline Leader Workshop Series. Offered at SLCC’s Miller Campus, 9750 S. 300 W., Sandy; and SLCC’s Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details are at <https://www.slcc.edu/workforce/courses/index.aspx>.

March 10, 9-10 a.m.

“Coffee With Clancy,” a Women’s Business Center of Utah event featuring Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah. Location is Millcreek Coffee Roasters, 657 Main St., Salt Lake City. Free.

Details are at www.wbcutah.org.

March 10, 10:30 a.m.-8 p.m.

Intermountain Growth and Ski Conference, an Association for Corporate Growth (ACG) Utah event. Keynote speaker is Paul Ahlstrom, managing director and founder of Alta Ventures. Location is Marriott City Center, 220 S. State St., Salt Lake City. Details are at acg.org/utah.

March 11, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Hippie Skin, 2424 Wall Ave., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

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

Women in Business Luncheon, a Davis Chamber of Commerce event. Location to be announced. Cost is \$20 for members, \$30 for guests. Details are at davischamberofcommerce.com.

March 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.

March 17, 8:30 a.m.-12:30 p.m.

“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.

March 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.

March 18, 8-9:30 a.m.

Chamber Launch, a Salt Lake Chamber event. Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Free. Details are at slchamber.com.

March 19-20

Intermountain Sustainability Summit, featuring the main summit day March 19 and workshops March 20. Location is Weber State University, Shepherd Union Building, 3910 W. Campus Drive, Ogden. Details are at <https://www.weber.edu/issummit>.

March 19, 9 a.m.-noon

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ECONOMY

from page 1

cal instability that could create uncertainty, plus the potential for a lurking economic downturn.

“Of course, a U.S. recession would change our outlook for the Utah economy,” she said, noting that the probability of a recession in 2020 is “relatively low” and that the latest *Wall Street Journal* economist panel believes the start of an economic decline is at least a year away.

Utah’s 2.4 percent unemployment rate is the lowest that it has been in at least three decades, but Tennert said that labor force participation is lower now than during the last economic expansion. All four panelists at the event expect the Utah unemployment rate to shrink even further. “We still think there’s actually still some room in the labor market,” she said. “It’s definitely something we’re going to keep an eye on.”

While Utah housing demand remains high, home price escalation could moderate in 2020 because of record-high residential home construction activity in 2019. The median price of a Salt Lake City home in the 2019 third quarter was \$361,000, up 12 percent in a year and 65 percent the past 10 years.

“If the pace of growth in these home prices actually accelerates, it can impede businesses’ ability to hire workers for whom the cost of living just doesn’t pencil out, and that can create a drag on the economy,” she said.

Speaking at his final summit as governor, Gary Herbert said the past decade has been “pretty remarkable” for Utah’s economy.

THIESSEN

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tegic disadvantage in any military standoff, because China knows our only possible response options in a conflict is to target the mainland with intercontinental ballistic missiles — an unacceptable escalation. Thanks to Trump’s decision to withdraw from the INF Treaty, we can now deploy conventional medium-range missiles — a move that would restore U.S. military supremacy in the Pacific and improve our ability to deter Chinese aggression.

As we learned from our recent standoff with Iran, totalitarian regimes have a tendency to miscalculate. It took a military strike to restore deterrence with Iran; we should not wait to restore deterrence with China.

Follow Marc A. Thiessen on Twitter, @marcthiessen.

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“We’re in a healthy place right now,” Herbert said. “Well, we believe in our administration that we’ve had a great 10 years and we can have another great 10 years. There’s no reason why we cannot continue to grow and expand. We’ll have the ups and downs — you know, the flow that happens in the business cycle — but we can continue to have positive growth if we, in fact, keep faith with the fundamental aspects of what’s made Utah become the best-performing state economically.”

Those aspects include having state government that “lives within its means as a state” and that operates efficiently, he said. Utah is the “epicenter for small business,” which he said is important because large businesses start out as small businesses and small businesses are “part of the secrets of the success of Utah.”

“There’s no reason for us to not be very optimistic and hopeful about the future of Utah, economically, socially, all the things that make life worth living and makes us the gold standard for the country today,” the governor told the crowd. “So, thank you all for your contributions to make Utah the leader in this nation, and with your help, we’ll continue — I say, continue — to be the best place for business, the best place for families and to raise children, that there is in America.”

A former governor, Mike Leavitt, founder of Leavitt Partners, gave the event’s keynote presentation, during which he reflected upon the economic growth Utah has experienced during past 20 years and looked forward to the

next 20.

“I believe when you look at the outcomes,” Leavitt said, “it’s hard to dispute the fact that we’re headed in the right direction.”

Phil Dean, co-chair of the Utah Economic Council and state budget director and chief economist at the Governor’s Office of Management and Budget, took a broader view of the economy.

“I think sometimes we get caught up in the negative, in the downside, in the hype and social media, all these things going on, and sometimes we miss the big picture,” Dean said. “If you look, especially from a global standpoint, this is the best time ever in the history of the entire world. As you look at extreme poverty rates across the world, this is the best that it has ever been in the history of the world.”

“Do we have challenges? Yes, absolutely, we have challenges, both internationally and nationally, here in Utah. At the same time, there are a lot of very good things going on in a lot of different ways.”

The summit also included the presentation to Herbert of the “Economic Report to the Governor,” prepared by the Utah Economic Council and a collaborative endeavor of the University of Utah’s David Eccles School of Business and Governor’s Office of Management and Budget, and “Utah Informed: Visual Intellection for 2020,” published by the Gardner Institute in partnership with the Salt Lake Chamber. Both contain tables, charts and information about the Utah economy. Both are available online.

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CALENDAR

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Presenter Evolution Series, featuring three half-day training sessions on consecutive Thursdays. Speaker Mike Brian, author of *Presenter Evolution* and CEO of Penna Powers, will lead students and professionals through his approach to presenting and public speaking. Sessions are “Presenter Skills

Development” on March 19, “Cadence Planning” on March 26, and “Connect with Storytelling” on April 2. Location is Salt Lake Community College’s Miller Free Enterprise Center, 9750 S. 300 W., Sandy. Registration discount available until Feb. 1 with code P2EBIRD20. Details are at <https://pennapowers.com/workshops/>.

March 19, 11:30 a.m.-1 p.m. Chamber Luncheon, a Davis Chamber of Commerce

event. Location to be announced. Cost is \$20 for members, \$30 for guests. Details are at davischamberofcommerce.com.

March 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 West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan.

Free for members, \$10 for non-members. Details are at westjordanchamber.com.

March 20, 1-8 p.m.

“We Are Utah” Manufacturers Expo, a Utah Manufacturers Association event. Location is Mountain America Expo Center, 9575 S. State St., Sandy. Free. Details are at <https://www.umaweb.org/event/we-are-utah-manufacturers-expo/>.

March 24, 7-9:30 p.m.

“Pillar of The Valley” Gala 2020, a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo.

FILMS

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Principal photography is set for March 1-8 in Utah, Juab and Summit counties. The producers are Jonathan English and Jennifer Kirkham. Directors are Janathan Glassner and Marc Roskin.

A&P Productions LLC was approved for a cash rebate of up to \$174,074 for an as-yet-untitled episodic documentary for a streaming service. The series will focus on tale of forger Mark Hoffmann. The production is expected to spend \$1.16 million in Utah and employ five cast, 41 crew and 10 extras.

Principal photography will take place through June 27 in Salt Lake and Utah counties. The directors are Jared Hess (“Napoleon Dynamite”) and Tyler Measom (“Sons of Perdition”). The producer has not been determined.

“These four projects showcase how Utah is a great fit for a wide variety of productions,” said Virginia Pearce, director of the Utah Film Commission. “Our goal has always been to encourage and develop local talent, as well as out-of-state productions, and I’m thrilled to have a selection of both filming here this winter.”

CHAMBER

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public policy, moderated a panel with House Speaker Brad Wilson; Senate President Stuart Adams; Executive Appropriations Committee co-chair Sen. Jerry Stevenson; Majority Assistant Whip Rep. Val Peterson; and managing director of The Cynosure Group, Spencer Eccles, to discuss the chamber’s priorities in relation to other major issues facing the Legislature this next session.

Skinner expressed appreciation for the policymakers and business leaders who have worked together to create one of America’s strongest economies. “We appreciate your leadership,” she told members of the panel. “During a period of unprecedented growth, legislative leaders, together with Gov. [Gary] Herbert, have maintained a focus on our economy and business community that has allowed us to sustain that growth in a positive way. We look forward to working with you during this year, and the next 20 years to plan for and sustain this focus and success.”

A complete copy of the legislative priorities guide can be found on the chamber’s website.



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AIRPORT

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they expect even more growth than last year's estimates, thus the need for more space. Officials also said that part of the additional costs are associated with Utah's booming construction industry, as well as increased materials costs — some coming from new steel tariffs.

The changes include a bigger Delta Air Lines Sky Club that will be 9,000 square feet larger, an expanded immigrations and customs receiving area and an isolated secure hallway for international passengers.

Officials, including Bill Wyatt, the airport's executive director, said the additional costs will not be borne by Salt Lake City taxpayers but by the growth in passenger fees from the increased

volume. The bulk of the airport's expansion cost is covered by debt financing which will be repaid from operating income from the facility over a number of years. The Salt Lake City Council approved the increased budget late last year.

The current annual passenger load at Salt Lake City International Airport exceeds 26 million. The current 50-year-old structures were designed to handle about half that number, officials said. The Airport Advisory Board heard a report by Steve Domino, senior northwest mountain region aviation planner with RS&H, a national consulting firm involved with the reconstruction, that the annual passenger count will exceed 38 million within 20 years.

The first phase of the airport expansion is scheduled to open to the public on schedule on Sept. 20.

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