

OF NOTE



Dental aversion

One in three Utahns admit they would rather endure a toothache than visit a dentist during the coronavirus pandemic, according to a survey by NextSmileDental.com. Forty-one percent of those surveyed have tried home remedies during the lockdown to avoid seeing a dentist. Seven percent admit they would consider removing a tooth themselves rather than see a dentist during the pandemic.

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Authority board begins 'intake process' for satellite port sites

Brice Wallace
The Enterprise

The Utah Inland Port Authority continues to seek interest from Utah communities that might want a satellite port in their future.

At the most recent Utah Inland Port Authority Board meeting, Ginger Chinn, the authority's managing director of business development, said that officials in Wayne, Juab, Iron, Grand, Emery, Carbon and Beaver counties have expressed a desire to consider being the location of a satellite port to augment the main shipping, logistics, warehousing and manufacturing

port site near the Salt Lake City International Airport.

Weber, Box Elder and Tooele counties are expected to join that list.

As part of the interest-gauging activities, authority officials have undertaken the "intake process" and consulted with the Utah Association of Counties and various associations of governments to discover the locations for potential satellite sites.

"I'd like to reiterate that this is not an application or a contest," Chinn said. "It's simply an intake. We're trying to understand what exists."

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A ski run at dusk features the lights of Deer Valley. Such natural settings are among the reasons Utah's top tourism official is expecting the tourism industry to recover after the hard-hitting COVID-19 pandemic passes.

'Utah is still Utah,' and that will help with the pandemic recovery

Brice Wallace
The Enterprise

Utah's top tourism official is confident in an industry rebound because the same attributes that made Utah such a tourism destination success in the first place will remain after the COVID-19 pandemic.

While Utah's leisure and hospitality industry has been the hardest-hit economically by the pandemic's effects, Vicki Varela, managing director of the Utah Office of Tourism, recently listed several characteristics Utah already had in place before the virus: its Red Emerald plan, Tourism Marketing Performance Fund for advertis-

ing Utah's tourism charms, and breathtaking landscapes.

None are going away.

"If you get to be in the tourism industry, you want to be in a place where Mother Nature played favorites, and we have what the world wants right now," Varela said told an in-person and remote audience at the recent Utah Tourism Conference.

She likened Utah to Birkenstocks sandals and shoes, which were always functional and elegant in their simplicity and functionality but then "got really sexy."

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COVID-19 Updates

Cancellations and postponements

The following are events that have been included in The Enterprise Calendar listings and subsequently have been postponed or canceled, or have been removed from the organizers' website calendars. This is not a complete list of postponements or cancellations. Check with organizers to determine if their events will take place.

CANCELLATIONS

Oct. 6, 8:30 a.m.-12:30 p.m.

"Americans with Disabilities Act Advanced Practice," an Employers Council event at the Employers Council's Utah office in Salt Lake City.

Oct. 8, 8:30 a.m.-4 p.m.

"Supervisory Skills Program," an Employers Council event taking place over four consecutive Thursdays.

Oct. 9, 8:30 a.m.-1 p.m.

Business & Economic Summit and Training (BEST), a Davis Chamber of Commerce event.

Oct. 14, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event at Snowbasin Resort, Earl's Lodge, Ogden.

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

"Multiplying Lasting Profitable Relationships," a West Jordan Chamber of Commerce event at West Jordan City Hall Community Room.

Oct. 20, 8:30 a.m.-12:30 p.m.

"Unemployment Insurance Essentials-Utah," an Employers Council event.

Oct. 27, 8:30 a.m.-4 p.m.

"Legal Issues in Managing Employees for Governments and Special Districts," an Employers Council event.

Oct. 27, 10-11 a.m.

"The Art of Negotiation," a West Jordan Chamber of Commerce event at the West Jordan Chamber.

Oct. 28, 8-10 a.m.

"Employment Law Lessons from the Headlines," an Employers Council event that is part of the five-part Legal Breakfast Briefing Series.

Nov. 3, 8:30 a.m.-noon

"Performance Management Essentials," an Employers Council event.

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COVID-19 AND UTAH - NEWS AFFECTING YOUR BUSINESS & YOUR EMPLOYEES

Gardner Institute releases Census Bureau Household Pulse data tool

The Kem C. Gardner Policy Institute at the University of Utah has released a data mining tool to provide Utahns easy access to the Household Pulse Survey conducted by the U.S. Census Bureau. The survey provides a rolling view of COVID-19's impact on households in Utah.

While the Census Bureau provides a basic interactive tool to work with the data at the state level, the new data tool developed by the Gardner Institute allows users to easily access and compare 12 weeks of Utah-specific data by age, household income and race and ethnicity.

"The Census Bureau is providing a large amount of data through this survey. We wanted to dig deeper into the Utah results and provide an easier way to view how COVID-19 is impacting," said Mallory Bateman and Emily Harris, the Gardner Institute researchers who collaborated on the development of the data tool. "We hope this will be a useful tool for community leaders, decision-makers and interested citizens as we continue to navigate the impacts of the pandemic."

The capabilities of the new data tool include a selection of survey questions covering employment, housing, educational technology, mental health and food stability. The responses are available by age groups, household income groups, and race and ethnicity groups. The data is presented in two-week intervals.

The new data tool is available at <https://gardner.utah.edu/covid-19/household-pulse-data-tool/>.

SLC & county leaders urge Utahns to take advantage of available rent help

Utahns that have had trouble paying their rent have been offered help by local governments with funds from the federal CARES Act. But many have not taken advantage of the programs, according to Salt Lake County Mayor Jenny Wilson and other city and county officials. The availability of funds expires on Dec. 31.

"The good news is there is relief. The bad news is we have not seen an extension of CARES Act dollars," Wilson told reporters recently. "Just like Cinderella had to leave the ball, this community, unfortunately, has a limit for the use of CARES Act dollars." Wilson joined other elected and community leaders recently in urging Utahns to apply for the help as soon as possible, regardless of their immigration status or how much money they were making before the onset of the pandemic.

Many who seek help from Comunidades Unidas, a nonprofit serving Utah's Latinos, have worried they will need to repay the money or that it will prevent them from obtaining lawful permanent resident status, said the organization's executive director, Mayra Cedano. "We're having to do a lot of education in terms of trying to minimize the fear in our communities," Cedano told KSL Radio.

Through the end of September, the state has paid out \$2.1 million in federal coronavirus relief money to help Utahns cover rent, meting out an average of \$1,327 in each check, according to figures provided by the Department of Workforce Services (DWS).

A program that lets landlords to receive federal money on behalf of delinquent renters has issued roughly \$186,000, said Jonathan Hardy, director of the Housing and Community Development Division with DWS. That means the vast majority of the \$20 million that state lawmakers set aside for rent assistance remains untapped.

"Some people aren't used to asking for help but have been affected by COVID-19," said Hardy. "We know this is an issue. The last thing we want to see is people owe thousands of dollars on their rent on Dec. 31 when we could have been helping them all along."

Salt Lake City Mayor Erin Mendenhall said the entire community fares better when those living on the edge can stay in their homes. "It has to do with everyone's physical and mental well-being," Mendenhall said. "It affects our economy directly. It affects our educational systems. It af-

fects our city's children."

On Sept. 1, the Centers for Disease Control and Prevention placed a hold on some evictions through year's end. To qualify, renters must show they have sought rental assistance from the government, affirm they can't pay due to COVID-19 hardships and that they're likely to become homeless if evicted.

Community Foundation mobilizes \$7 million to support nonprofit sector

As part of a nationwide effort by local chapters of the Community Foundation to mobilize funding in light of the social and economic impact of the COVID-19 pandemic, the Community Foundation of Utah (CFU) has mobilized \$7.2 million this year in support of critical nonprofit work. That compares to \$3.3 million granted year-to-date in 2019.

Community foundations across the country are making an unprecedented effort to mobilize funding and over \$1 billion in charitable giving came from these organizations, according to data gathered by the Community Foundation Public Awareness Initiative.

"The generosity of our donors has been a shining light during an exceedingly difficult time and is a true proof of concept for Community Foundations. We do not know what the future holds, but our ability to access charitable resources for communities in need during crisis is powerful," said Alex Eaton, CEO of CFU.

Over and above the increased funding for nonprofits, CFU is supporting the Utah community through local partnerships. In April, CFU collaborated with Mercato Partners to provide Relief Pack meals for first responders, healthcare workers and others hit hard by COVID-19. In August, CFU announced a partnership with the Salt Lake City Mayor's Office in Raise Up Salt Lake City, dedicated to raising \$1 million for financial assistance to families unable to access federal stimulus funding.

In addition to COVID-specific initiatives, CFU is committed to ensuring a resilient and innovative nonprofit sector, Eaton said. CFU continues to support Utah nonprofits through ongoing initiatives such as the Social Investors Forum and Invest in Success.

This year, SIF granted \$45,000 in seed funding to New Pattern Utah, a coalition dedicated to provid-

ing funding and training to black female entrepreneurs. SIF also granted \$25,000 to the International Rescue Committee to support translation services for refugee populations seeking medical care.

Farmers Feeding Utah partners with UPA to help Uinta Basin families

The Utah Farm Bureau's Farmers Feeding Utah campaign, in partnership with the Utah Petroleum Associations has conducted its latest project to assist farmers and families in rural Utah. The Uinta Basin Miracle Project took place recently in Vernal. In addition to the project's food distribution, the event included a check presentation from the state's oil and gas sector to support Farmers Feeding Utah's ongoing mission.

"Energy workers across Utah have been serving on the frontlines of the pandemic since February and have seen first-hand the impacts in our rural communities," said Utah Petroleum Association president Rikki Hrenko-Browning. "On behalf of our member companies, I am pleased to see our association partnering with Farmers Feeding Utah to make sure families in this community have the support and nutrition they need, and truly believe we will recover faster when we look out for one another."

"As this campaign works to help sustain farmers and families in need, it is great to find local partners that want to help in their community," said Ron Gibson, president of the Utah Farm Bureau Federation. "The energy industry is a big employer in eastern Utah, and they've been impacted by this pandemic as much as anyone. We're happy to be able to partner with these energy companies in helping give back to their community in this time of need."

To date, the Farmers Feeding Utah campaign has raised more than \$560,000 in donations from individuals and businesses and provided approximately 500,000 pounds of food, with a retail value of more than \$650,000, to Utah residents in the Navajo Nation, northern Utah, West Salt Lake, Ogden and to smaller community pantries throughout the Wasatch Front, Gibson said.

Farmers Feeding Utah is a campaign of the Miracle of Agriculture Foundation, a 501(c)(3) organization that was set up as the charitable arm of the Utah Farm Bureau Federation. Additional logistical and in-kind support has come from partners, including Utah State University and its Hunger Solutions Institute.



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Another big Utah deal: 1-800 Contacts sold to KKR & Co. for more than \$3B

Orem-based 1-800 Contacts, the nation's largest retailer of contact lenses, is being sold to global investment firm KKR & Co. Inc. of New York City. Bloomberg reported that KKR will pay cur-

rent owner AEA Investors, also of New York City, in excess of \$3 billion for the brand. AEA purchased 1-800 Contacts in 2016 from Thomas H. Lee Partners.

Started in a dorm room in

Utah County in 1995 by Brigham Young University student Jonathan C. Coon and optometrist John F. Nichols, 1-800 Contacts sells eye wear and contact lenses online. The company held an

IPO in 1998 on NASDAQ and acquired Lens Express in 2002.

One of the first direct-to-consumer brands, 1-800 Contacts is no longer just a contact lens retailer. The company has expanded its offerings though major technology innovations, launching new companies including an online glasses company, Liingo Eyewear, and lens replacement service Boomerang Lenses. 1-800 Contacts also offers eye examination apps ExpressExam and Rx Reader.

The company has continued its solid growth despite the global COVID-19 pandemic. The company reports a 200 percent to 700 percent increase in usage of telemed apps compared to previous years and a 100 percent increase in new and returning customers. To keep up with the demand, 1-800 Contacts have recently added more than 200 new hires in its Utah and North Carolina operations, bringing its total workforce to over 1,400.

"1-800 Contacts was founded 25 years ago to offer consumers a better way to buy contact lenses. Since the very beginning, we've kept the customer at the center of everything we do," said John Graham, CEO of 1-800 Contacts. "It's gratifying that KKR sees such incredible value in our brand and that they will continue to support us in doing what we do best — delivering the best

vision care to consumers with the highest-quality customer service."

Nate Taylor, partner and co-head of Americas Private Equity at KKR, said, "1-800 Contacts is a customer-centric, technology-enabled business that is bringing more convenience to the optical space. We are excited to invest behind John and his world-class team."

Felix Gernburd, KKR managing director, added, "We believe 1-800 Contacts' singular focus on providing a consistent and high-quality customer experience, fueled by industry-leading capabilities and telemedicine solutions, positions them well to continue to drive innovation in the category."

KKR is making the investment through its Core Investments strategy, which represents capital that is targeting longer-term opportunities.

Sorenson Impact Center receives \$600,000 grant to support diversity in entrepreneurship

The Sorenson Impact Center, a think tank housed at the University of Utah's David Eccles School of Business, has been awarded a \$600,000 grant from the U.S. Economic Development Administration (EDA). Project DEEP (Developing Equitable Economies Program) is the first university-based, multi-pronged initiative to support women and BIPOC (black, indigenous, and people of color) as entrepreneurs, investors and workforce leaders in the innovation economy.

Project DEEP will focus on Utah and the Intermountain region (Arizona, Colorado, Idaho, Montana, Nevada and Wyoming) and provide a suite of support to combat systemic racial and gender inequities in the entrepreneurial ecosystem. Over the course of the next two years, the Sorenson Impact Center will develop a range of training materials featuring subject matter experts targeted at capital providers, resource partners, corporations and entrepreneurs in an effort to break down barriers faced by diverse founders in entrepreneurship.

Additionally, the program will offer direct mentorship, marketing services and networking opportunities to over 20 entrepreneurs in the community. The center will apply its patented impact measurement methodology to test the effectiveness and success of this program, paving a path for universities throughout the nation to apply this approach.

"If we truly want to achieve an equitable recovery from COVID-19, we need to think about creating an economy that reflects our demographics and diversity," said Geoff Davis, CEO of the Sorenson Impact Center. "Project DEEP puts women entrepreneurs, and black, indigenous, and other people of color at the forefront of the innovation economy. It seeks to redress an unfair and much-needed change in our economy through providing targeted support to aspiring entrepreneurs."

The program is supplemented by a further \$600,999 in support from The Sorenson Impact Foundation and in-kind support from the University of Utah.

"There is no reason why gender and racial inequity in entrepreneurship continues to exist in 2020, yet we know that women and members of the BIPOC community continue to be shut out from opportunities in entrepreneurship," said Kyra Clarke, Project DEEP lead. "Project DEEP aims to change the status quo by addressing both sides of the table. While equipping historically marginalized entrepreneurs with the social and technical capital needed to overcome challenges, we will work to weaken systemic barriers by driving intentional diversity, equality and inclusion practices among ecosystem players, capital providers, and policy makers."

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Chamber releases economic dashboard to track Utah's recovery from COVID-19

The Salt Lake Chamber's Roadmap to Recovery Coalition, in partnership with the Kem C. Gardner Policy Institute, has released a new economic tool for the business community — the Road to Recovery Dashboard — to track the state's path to an economic recovery from the COVID-19 recession.

"While the effects of COVID-19 will be felt for years to come — and we are concerned by the current increases in the number of Utahns testing positive with the virus — from an economic perspective we know that in Utah, we have a solid foundation upon which to rebuild," said Derek Miller, president and CEO of the Salt Lake Chamber and Downtown Alliance. "Salt Lake Chamber's primary objective with the new Roadmap to Recovery is to empower the private sector to create jobs and opportunity for individuals and families throughout Utah. In that effort, we are

just beginning. We need to see beyond the horizon to view opportunities as they are manifest, so our businesses can make decisions accordingly. The Roadmap's dashboard will be interactive and dynamic — updated monthly — with actionable information and analysis."

The dashboard will be updated consistently, providing essential insights, tracking 10 timely and leading metrics and sharing indicators since the start of the pandemic.

Three essential insights from the September 2020 Roadmap to Recovery Dashboard include:

1. The Utah economy continues to improve but has a long way to go. Continued weekly unemployment claims peaked at 126,192 on May 2 and have now declined for 19 consecutive weeks. Continued claims for the week of Sept. 12, 2020 tallied 35,649, showing the Utah economy still has a long way to go. Average weekly claims in 2019 were 8,856.

2. Utah's unemployment rate of 4.1 percent is the lowest in the country. This positive news means many furloughed and laid-off Utahns are returning to work. Pay close attention, however, as it's likely during COVID-19 that many Utahns have dropped out of the labor market and are not included in this rate. Economists also warn about estimation difficulties during a pandemic and an economic shock.

3. Construction employment surges as leisure and hospitality jobs suffer. Job change by industry varies dramatically. Year-over job growth for August shows the leisure/hospitality industry suffering through a 16.8 percent contraction and natural resources (energy and mining) declining by 11.5 percent. Utah's construction industry, which increased by 7.4 percent, continues to be Utah's fastest-growing major industry over the

past 12 months.

"While government performs a critical role in responding to COVID-19, private-sector leadership is essential," said Salt Lake Chamber chief economist Natalie Gochour. "The Salt Lake Chamber's Roadmap to Recovery Coalition provides this leadership and will ultimately accelerate a full economic recovery for our state."

The Roadmap to Recovery Coalition is a business-led coalition, supported by the Salt Lake Chamber, focused on implementing and promoting economic re-

covery. The coalition is co-chaired by Brandon Fugal, chairman of Colliers International; Mikelle Moore, senior vice president and chief community health officer for Intermountain Healthcare; and Scott Parson, CEO of Staker Parson Materials & Construction. Investors of the coalition include WCF Insurance, Deseret Management Corp., Intermountain Healthcare and Staker Parson Materials & Construction.

The Roadmap to Recovery Dashboard is available at slchamber.com/roadmap-dashboard.

StoryBox buys Argentine co.

StoryBox Studios, an animation and film production studio in Ogden, has acquired post-production and animation studio MadrigueraPost located in Buenos Aires, Argentina. Terms were not disclosed.

"Our passion to create knows no bounds, and with this strategic acquisition, our team is poised to heighten our development of fresh content through StoryBox Studios' enhanced capabilities," said Brigham Sunday, co-president and owner of the company. "We are inspired to accelerate our development of meaningful content, and we look forward to introducing the world to our latest creations in 2021."

StoryBox Studios is in the process of developing its first creative venture, "The Moonies," an eight-part episodic series that follows the quirky adventures of a family living on a far-distant moon. "The Moonies" is currently in full production and is set to be released in 2021.

"Madriguera's acquisition by StoryBox was the natural step after years of an ongoing business relationship. It helps empower our shared vision to bring amazing work to the world stage," said Daniel Cruzado, CEO of MadrigueraPost.

StoryBox was founded in 2012 by Sunday and his brother Noah.

Utah awarded \$5M for the defense manufacturing support program

The Utah Governor's Office of Economic Development (GOED) has announced that it was awarded a total of \$5 million for the Defense Manufacturing Community Support Program (DMCSP) to undertake an \$11,005,000 project to enhance the capabilities of the regional defense industrial ecosystem, with a focus on carbon composites and advanced materials.

In August, the state was selected as one of six Defense Manufacturing Communities in the nation as part of DMCSP, managed by the U.S. Department of Defense. The awarded project will include several initiatives to strengthen workforce development across the Utah Defense Manufacturing Community, including developing defense manufacturing apprenticeship programs and retraining workers displaced due to COVID-19.

"We express gratitude to the U.S. Department of Defense for this \$5 million program," said Val Hale, GOED's executive director. "Utah's aerospace, defense and manufacturing industry is strong,

and we look forward to the great things that will be accomplished through this initiative."

GOED leads the Utah Defense Manufacturing Community (UDMC) with the Utah Advanced Materials and Manufacturing Initiative (UAMMI) as its partner. The UDMC consortium includes partners, supporters, national advisors and the Utah Industry Resource Alliance (UIRA). Community supporters include more than 70 organizations that will implement the programs developed by the UDMC. Advisors will provide a national perspective, including America Makes, American Manufacturing Community Collaborative, Institute for Advanced Composites Manufacturing Innovation, Idaho National Labs, Society for the Advancement of Material and Process Engineering and the American Composites Manufacturing Association.

The DMCSP is designed to support long-term community investments that strengthen national security innovation and expand the defense industrial ecosystem's capabilities.

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that are flexible—like you.
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that's available for support 24/7.
So you can take on what's next.
And not just bounce back
but **Bounce Forward.™**

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COMCAST **BUSINESS**

Ivanti strengthens market position with acquisitions of two companies

South Jordan-based Ivanti, a provider of IT management and security software, has acquired two software companies, including mobile-centric security platform MobileIron of Mountain View, California, and Pulse Secure LLC, an Internet access security company in San Jose, California.

Ivanti will acquire all outstanding shares of MobileIron common stock for a total value of approximately \$872 million in cash. MobileIron stockholders will receive \$7.05 in cash per share, representing a 27 percent premium to the stock's closing price as of Sept. 24. The boards of both companies unanimously approved the transaction. Terms of the Pulse Secure purchase were not made public.

"By bringing MobileIron and Pulse Secure into the Ivanti portfolio, organizations will be able to manage and secure users, devices, data and access to ensure that every device in an organization is covered, while delivering a contextual personalized employee

experience," Ivanti said in a release. "The combined company will have the ability to enable and secure the Everywhere Enterprise. Additionally, customers will benefit from the expanded scale, corporate resources, service capabilities and financial flexibility that the transaction and combined hyper-automation platform will deliver."

Upon completion of the transaction, the combined company will be led by Ivanti chairman and CEO Jim Schaper.

"By combining MobileIron and Pulse Secure with Ivanti, we are creating a leader in the large and growing unified endpoint management, security and enterprise service management markets. We now have the most comprehensive set of software solutions that addresses the growing market demand for the future of work, where working from anywhere on any device type is the new normal," said Schaper. "With the integration of our industry knowledge and complementary product offerings, Ivanti will be

well-positioned to provide our expansive customer base with the critical tools needed to tackle IT challenges in the new normal. We welcome MobileIron's and Pulse Secure's employees, customers and partner network to the Ivanti family."

"We are thrilled to join forces with Ivanti and Pulse Secure in a combination that will accelerate our ability to help organizations quickly and securely embrace the future of work, in which employees, IT infrastructures and custom-

ers are everywhere — and mobile devices provide access to everything," said Simon Biddiscombe, CEO of MobileIron. "Bringing together our solutions will enable organizations to easily secure users, devices, data and access in the Everywhere Enterprise and we're confident that this transaction will enable us to deliver comprehensive security for the next-generation workforce, provide enhanced opportunities for our team of employees, and better serve our customer base. We're confident this

combination represents the best path forward for our stockholders and MobileIron."

"The Pulse Secure team is excited to join the Ivanti family in the next chapter of growth for the combined platform," said Sudhakar Ramakrishna, CEO of Pulse Secure.

Founded in 2017, Ivanti employs 1,700 in its operations worldwide. Pulse Secure and MobileIron bring an additional 1,550 employees to the combined operation.

Summit honorees named

The Utah Governor's Office of Economic Development (GOED) has announced the award recipients for the 2020 Utah Economic and Energy Summit that will be held Oct. 26 in Salt Lake City.

At the summit, Gov. Gary R. Herbert will recognize individuals and companies that have made long-time, significant contributions to Utah's economic development, local communities and industry. Recipients of the governor's economic development awards live and work full-time in Utah and have supported the local economy for a decade or more.

The 2020 award winners are:

Utah Businessperson of the Year, David Lang, partner, Goldman Sachs. Lang is head of Goldman Sachs' Salt Lake City office and serves on the Global Business Resilience Committee. He joined Goldman Sachs as an associate in 1994 and became a vice president in 1998. Lang was named managing director in 2006 and partner in 2016.

Utah Business of the Year, Intermountain Electronics. Headquartered in Price, Intermountain Electronics designs and manufactures custom power distribution equipment for industrial customers. The company initially serviced the coal mining industry in Carbon and Emery counties. Since 2010, Intermountain Electronics has diversified by adding customers in the oil and gas, utility, renewable energy and data center sectors.

Utah International Business of the Year, Savage Services. Savage Services Corp. provides trucking transportation services for supply chain management, material handling, logistics, marine transportation, toll processing, transloading and terminal operations services. Savage Services serves the agriculture, mining, manufacturing, transportation, utilities and construction industries. Savage began in 1946 with brothers Kenneth, Neal and Luke Savage handshoveling and hauling Utah coal. Nearly 75 years later, Savage and its companies provide a broad portfolio of services to move and manage critical materials.

Governor's Medal for Science and Technology Lifetime Achievement, Dinesh C. Patel. Patel co-founded Utah-based TheraTech Inc., pioneering technologies used to administer controlled, time-release medicine, ultimately leading to a 1999 \$350 million acquisition. Patel then co-founded Salus Therapeutics, a Utah biotechnology company that developed anti-sense pharmaceuticals, also ending in a successful acquisition. Today, Patel is the managing director of Patel Family Investments, overseeing a portfolio of over 25 early-stage companies and 12 private equity/venture funds, many of which are Utah-based.

"We offer our admiration and sincere congratulations to all of this year's Utah Economic and Energy Summit award recipients," said Val Hale, GOED's executive director.



Utah Governor's Office of
Economic Development
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

2020 PTAC Procurement Opportunities Preview (POP) Event

October 15, 2020
9:00 a.m. – 3:00 p.m.

<https://utahgoed.info/PTAC2020>

Invitation to all businesses: Attend the Procurement Technical Assistance Center (PTAC) virtual POP Event and hear from representatives from the following industries discuss real business opportunities to share with attendees!

Each representative will have 5–10 minutes to discuss their opportunity(s).

Construction & Engineering

- U.S. Army Corps of Engineers
- 75th Civil Engineering Group, Hill Air Force Base (HAFB)
- General Services Administration (GSA)
- Hensel Phelps
- Salt Lake City Airport Authority
- State of Utah Division of Facilities and Construction Management (DFCM)

Information Technology & Professional Services

- Boeing
- L-3 Harris
- Northrop Grumman
- Conrac Solutions

Government

- Bureau of Land Management (BLM)
- National Park Service
- Dugway Proving Ground
- Idaho National Laboratory
- Hill Air Force Base
- 309th Maintenance Wing (HAFB)
- Defense Logistics Agency

Personal Protective Equipment

- State of Utah Division of Purchasing
- Veterans Affairs Hospital (Wyoming)
- Senator Mike Lee's Office

AND MANY OTHERS!

PTAC

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SOLUTION DEVELOPMENT

Empower employees by eliminating the victimization mindset


Have you found yourself feeling powerless lately? If so, you are in good company. The extraordinary challenges of 2020 have combined to discourage even the most ardent optimist. One of the most serious casualties of the current turmoil today is our confidence that we can solve the problems we face.

The decline of confidence has become a pandemic in and of itself, affecting leaders and their constituencies in both business and society at large. There is a real danger that this will have more long-term and insidious effects than the coronavirus.

Three concerns emerge for me:

1. A strong and growing undercurrent of victimization, that is, that virtually all of us begin to see ourselves as victims. While it is clear that many have been victims of COVID-19, crime, racism or natural disasters, the danger here is that we

begin to generally define ourselves as victims instead of as confident human beings who are capable of solving problems.



2. Victimhood, then, has a tendency to lead to a sense of entitlement — that we are entitled to having someone solve the problem that has victimized us. In terms of the old maxim, we want to be fed a fish, not learn how to catch the fish. Entitlement robs us of our adulthood, returning us to being dependent on others who metaphorically stand in as our caretakers.

During the pandemic, governmental entitlement has grown to its highest level in history. Most Americans have come to expect that the government will keep us alive. While we have reason to be grateful for governmental intervention in our economy, we should recognize that we cannot look to it to always bail us out. Entitlement is a counterfeit insurance policy, one that should never replace

self-reliance and hard work.

3. By handing off our problems to others, we surrender our right, responsibility and accountability for solving them. This may sound somewhat attractive, but in the end, it is a “worst case scenario.” By our lack of participation in defining and solving our problems, our buy-in and support for solutions is inevitably quite shallow. We feel little responsibility for helping make things work, and when they don’t (as often is the case), we revert back to being a victim. We castigate those who offered the flawed solution — and cry out for the better solutions to which we feel entitled.

These societal trends have huge implications for today's business leaders. Where we inherently strive to build teams of highly competent and engaged people, the tendency for employees to see themselves as victims leads away from these outcomes. Individual efforts to become highly competent diminish as people see themselves as victims. They tend

to increasingly blame others for their challenges and expect others to solve them. Competency is replaced by complacency and dissatisfaction, which in turn leads to disengagement.

Victimhood and entitlement, then, are ultimately the sources of not only feeling powerless, but actually *being powerless!*

So, what can we as business leaders do to stem the tide of victimization and entitlement? Perhaps the words of Pres. John F. Kennedy in his 1961 inaugural address will help guide us, and our constituencies, to a more powerful mindset. He concluded his speech with these words:

“And so, my fellow Americans, ask not what your country can do for you — ask what you can do for your country.”

Kennedy's words dispelled the notion of victimhood or entitlement. They suggest that there were problems to be solved and work to be done, and that work was not the province of government alone but was the responsibility of every woman and man.

So, the question before us today, in our businesses and society in general, should not be "Who is to blame for our problems?" Blaming only contributes to our sense of being victimized. Nor should it be "Who will bail me out?" This question empowers others but leaves us impotent to solve our own problems.

The question should be “Who is responsible for solving the problem?” And, although it is wise to engage others in problem-solving, the answer to this question inevitably includes each of us.

As leaders, we need to be vigilant in assessing the mindset of our people, balancing empathy for their concerns with the clear assertion that they are capable of addressing the problems that face them, at work and in our society. It is this powerful mindset of a successful future that will see us through these turbulent times.

Richard Tyson is the founder, principal owner and president of CEObuilder, which provides forums for consulting and coaching to executives in small businesses.



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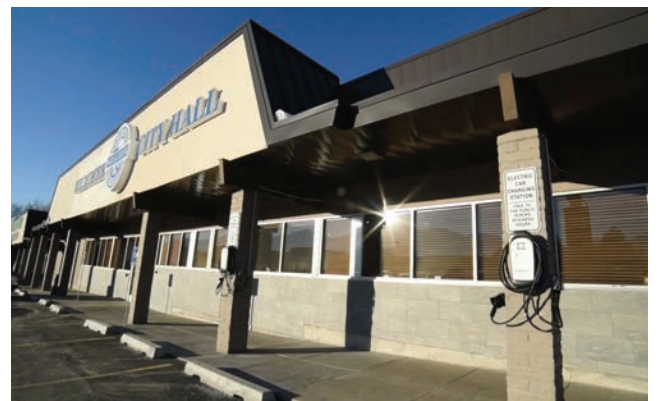
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Industry Briefs

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.

BANKING

• **Bank of Utah**, Ogden, has appointed **Trevor L. Austin** to the newly created position of treasury management team lead. He will be based in the bank's City Creek Banking Center in Salt Lake City and will oversee all treasury management services in the Salt Lake region for the bank. Austin has experience in banking and human resources. Most recently, he served



Trevor Austin

as regional vice president of sales for Allied Services, where he managed insurance-related business for financial institutions in Utah, Idaho, Nevada and Wyoming. Prior to that time Austin served as credit insurance marketing representative for First Security Insurance in Salt Lake City and as compensation specialist and a human resource specialist for the former First Security Bank. He earned a Bachelor of Science in Business Management with a human resource management emphasis from the University of Utah.

EDUCATION/TRAINING

• **Weber State University** has added a program this fall to support disadvantaged students as they pursue degrees in science, technology, engineering and math. The program, called **Student Support Services (SSS) STEM**, will be funded by a \$1.3 million U.S. Department of Education grant awarded to the university in August. The grant, which will span five years and serve 120 students annually, is administered through the federal department's TRIO Program in Student Support Services.

EXPANSIONS

• **National Vinyl Products**, a Nephi-based producer of vinyl fence and rail profiles, has opened a manufacturing facility in Dover, Delaware, that will create over 100 jobs and double the company's North American production capacity. The \$20 million PVC extrusion facility will manufacture vinyl fence and rail products in a 100,000-square-foot production area, along with several acres designated for product storage and a rail spur on-site with a loading dock. The new plant also will serve as a warehousing and cross docking location connecting NVP's production network. The facility was previously a PPG paint manufacturing plant.

HEALTHCARE

• **National Partners in Healthcare (NPH)**, a national healthcare organization offering anesthesiology services, has expanded into Salt Lake City with **Rocky Mountain Anesthesiology** joining NPH, a joint venture between Archimedes Health Investors LLC, a healthcare-focused private equity firm, and BlueMountain Capital Management LLC, an investment firm with experience building enduring partnerships in the healthcare industry. Katten Muchin Rosenman LLP of Dallas provided legal counsel to NPH. Rocky Mountain Anesthesiology and its shareholders were represented in the transaction by John M. Hogan of Saxton & Stump LLC of Pennsylvania.

• **Central Logic**, a Sandy- and Minnesota-based innovator in patient orchestration and tools to accelerate access to care, has added three people to its executive team: **Maija Costello** as vice president of people and culture; **Samantha Endres**, chief financial officer; and **Robert Zdon**, chief marketing officer. Costello has several years of experience in healthcare and human resources. Prior to joining Central Logic, she was a management consul-

tant manager at Accenture. Other previous healthcare-related positions include people operations manager at Bloom Health in the Minneapolis-St. Paul area. Endres' healthcare experience includes serving as vice president of financial planning and analysis for Healthland and, most recently, as chief financial officer at West Academic Publishing. Other previous positions include senior director of finance at Thomson Reuters. Most recently, Zdon was president of RAZR Marketing and Grayduck Health, a Minneapolis-based marketing and technology agency. Before that, he held senior leadership roles at other healthcare- and technology-focused companies, including Healthland, Universal Hospital Services, Hill-Rom and Allina Health.



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INVESTMENTS

• **Peterson Ventures**, a Salt Lake City-based seed-stage venture fund, has announced its **Fund III** of \$65 million. It will invest between \$250,000 and \$1 million in seed- and pre-seed-stage consumer and SaaS companies. With the launch of the third fund, Peterson Ventures has \$155 million in assets under management. It intends to make approximately 30 investments over the next three years.

• **Savory**, a Salt Lake City-based Mercato Partners Fund focused on investments in the food and beverage industry, has announced an investment in **The Crack Shack**, a Southern California chicken restaurant concept. Financial details were not disclosed. It is the first investment since Savory's announcement of its inaugural \$90 million fund in May. The Crack Shack has grown to include several stores throughout the San Diego and greater Los Angeles areas, as well as Las Vegas. It joins Savory's current portfolio of restaurant concepts Mo'Bettahs, R&R BBQ and Swig.

• **Cimarron Healthcare Capital**, a Salt Lake City-based private equity firm focused on healthcare services at the lower end of the middle market, has announced that **Jason VandenAkke** has joined the team as managing partner. VandenAkke has nearly 20 years of healthcare experience. Prior to joining Cimarron, he was CEO and portfolio manager of Elevate Portfolio. He previously was CEO of AAPC;



Jason
VandenAkke

held executive roles at Optum, including chief operating officer/general manager of its Complex Medical Conditions business; and worked in professional services at Parthenon Group and private equity firm MedEquity Capital. His education includes degrees in economics and political science from the University of Utah.

REAL ESTATE

• **Mortenson Properties**, the real estate investment arm of M.A. Mortenson Cos., and **Hamilton Partners** have announced the purchase of **The 324** office building at 324 S. State St., Salt Lake City. Financial terms were not disclosed. The 324 is a 215,000-square-foot, five-story building with an attached parking garage and is the historic location of Auerbach's department store. Mortenson and Hamilton Partners are planning to add a rooftop patio that will provide indoor and outdoor space. Construction work will be completed by **Mortenson Construction**, an affiliated business to Mortenson Properties. Riley Smith, Drew Bryan and Daren Jones at Mortenson worked with Ryan Bergman, Mortenson vice president, on the deal. **Newmark Knight Frank** executive managing director Bryce Blanchard and senior managing director Rick Stumm brokered the sale in partnership with Kevin Shannon, co-head of U.S. capital markets, and Ken White, executive managing director. The **JLL Capital Markets** team representing the borrower was led by senior director Leon McBroom and analyst Rob Cronenberg, who worked to secure financing through **ArrowMark Partners**.



Tyler Jones

• **Colliers Utah**, a commercial real estate company, has expanded its office in Kaysville by adding **Tyler Jones**, senior vice president; **Matt Beynon**,



Matt Beynon



Ashley Allred

has five offices along the Wasatch Front with 240 local professionals.

• **Homie**, a Salt Lake City-based real estate technology company, has hired **Chris Fryer** as chief product officer. Fryer previously was a senior UX designer at Amazon and led a team of more than 50 designers at Redfin.



Chris Fryer

RECOGNITIONS

• **The Economic Development Corporation of Utah** recently presented economic development awards at its annual meeting. **Jay Francis**, former chair of the EDCUtah board, received the **Thayne Robson Award**, which is



Jay Francis

given to a public-sector individual that has demonstrated exceptional dedication to EDCUtah and economic development throughout the state. **Ogden Mayor Mike Caldwell** received the **Nick Rose Award**, presented to a private-sector individual that has demonstrated exceptional dedication to EDCUtah and economic development throughout the state. **Salt Lake City International Airport** received the **Larry H. and Gail Miller Family Cornerstone Award**, given to associations, organizations or developments that have merit far beyond their own boundaries and have had profound and long-term positive



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Industry Briefs

from previous page

impact on the state's economy.

• Nine businesses, nonprofits and government agencies that embody the spirit of ethical leadership recently were recognized at the **2020 Utah Ethical Leadership Awards**, which recognize organizations that embody the spirit of ethical leadership exhibited by Bill Daniels, a pioneer in the modern cable industry and former owner of the Utah Stars. This year's awards honor nine organizations: three winners and six finalists. The overall winner of the **Bill Daniels Ethical Leadership Award in Business** is **MarketStar**. Other finalists in the category were **Mountain America Credit Union** and **Simplus**. The winner in the **Nonprofit** category is **The Inn Between**, with other finalists being **The Other Side Academy** and **Bicycle Collective**. The winner in the **Government** category is **South Jordan City**, with other finalists being the **Utah Department of Administrative Services** and **Salt Lake County Office for New Americans**. The awards program is sponsored by the Daniels Fund, the Daniels Fund Ethics Initiative Collegiate Program at the David Eccles School of Business, the Community Foundation of Utah, *Utah Business* and the Center for Public Policy and Administration at the University of Utah.

• Several Utah luxury hotels, restaurants and spas are in the 2021 "sneak peek" list of **Forbes Travel Guide Star Award** winners. The early winners were inspected prior to the COVID-19 closures. The full slate of honorees will be revealed in spring 2021. On the "sneak peek" hotel

list are **Montage Deer Valley**, Park City (five stars); **Stein Eriksen Lodge Deer Valley**, Park City (five stars); **Amangiri**, Canyon Point, (four stars); **The Chateaux Deer Valley**, Park City, (four stars); **The Grand America Hotel**, Salt Lake City (four stars); **The St. Regis Deer Valley**, Park City (four stars); **Waldorf Astoria Park City**, (four stars); **Sorrel River Branch Resort & Spa**, Moab (recommended); **Snowpine Lodge**, Salt Lake City (recommended); **Sundance Mountain Resort**, Park City (recommended); **The Cliff Lodge**, Salt Lake City (recommended); **Washington School House Hotel**, Park City (recommended); and **Westgate Park City Resort & Spa** (recommended). On the "sneak peek" restaurant list are **Glitretind Restaurant**, Park City (four stars); **Riverhorse on Main**, Park City (four stars); **Tree Room**, Park City (four stars); **Edge Steakhouse**, Park City (recommended); and **Powder**, Park City (recommended). On the "sneak peek" spa list are **The Grand Spa at the Grand America Hotel**, Salt Lake City (five stars); **The Spa at Stein Eriksen Lodge**, Park City (five stars); **Remede Spa at the St. Regis Deer Valley**, Park City (four stars); and **Spa Montage Deer Valley**, Park City (four stars).

• **Campfire Industries**, South Jordan, has been named a finalist in the **Young Entrepreneur Achievement Award** category in the U.S. Chamber of Commerce's annual **Dream Big Awards**, presented by **Chase for Business**, with support from **MetLife**. The new award celebrates the achievements of small business-

es and honors their contributions to America's economic growth. The Dream Big Awards program includes Business Achievement Awards to recognize excellence in six categories: emerging, green/sustainable, minority-owned, veteran-owned, woman-owned, and young entrepreneur businesses. The Young Entrepreneur Business Achievement Award recognizes the success of a small business and honors its contributions to the growth and diversity of the American economy. This award recognizes a small-business owner, founder or cofounders, age 14-25 who have attained outstanding business achievement. Award winners will be announced Oct. 15.



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RESTAURANTS

• **Marc Marrone** has become the new chef-partner at **HallPass**, a food hall at The Gateway in Salt

Lake City. Following a successful year operating Graffiti Bao and other concepts at T-Mobile Arena and the new Raiders' stadium in Las Vegas, Marrone and



Marc Marrone

Todd Lunger of Graffiti Hospitality will join forces with **SkinnyFats** and together they will launch **Graffiti Bao's** first location outside Nevada as part of the food hall's new restaurant portfolio debuting mid-October. Graffiti Bao is a fast-casual Chinese restaurant. Marrone also will helm **Hibachican**, a dual hibachi concept. Marrone's experience includes being West Coast corporate executive chef of TAO Group; premiering Graffiti Bao, Piña Mexican and Gemma Gemma Square Pies; forming a consulting group called Graffiti Group Hospitality LLC with Lunger; and serving as a chef consultant for Locale Italian Kitchen in Las Vegas.

SERVICES

• **EnviroServe**, a Savage company, has opened a new operation in Salt Lake City. It is the company's first environmental services operation in Utah. EnviroServe has 24 operations across its network, providing emergency response, environmental remediation and waste management services. Savage provides transportation, logistics, materials handling and industrial services.

• **Velocity**, an Ohio-based managed services company, has promoted **Ben DeSpain** to chief people officer.



Ben DeSpain

DeSpain joined Velocity in 2019 and has most recently served as vice president of human resources. DeSpain previously was director of human resources for the U.S. operations of Dura-Line and held HR roles at Owens Corning, Parker Hannifin and Kohler. His education includes a B.S. from Utah State University.

TECHNOLOGY/LIFE SCIENCES

• **Xant**, a Lehi-based enterprise sales engagement platform company, has appointed **Mark Novakovich** as chief financial officer. Novakovich most recently was chief financial officer of Control4,



Mark Novakovich

where he worked for the past 15 years. During his time at Control4, he also served on the Treasury and CFO Advisory boards at Silicon Valley Bank, working alongside CFOs of other clients of the bank to provide feedback on product vision and strategy. Novakovich graduated from the accounting program at Brigham Young University.



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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. NOTE: Because of concerns with the coronavirus, events listed here may be postponed or canceled. Check with organizers to determine if individual events are taking place.

Oct. 6, 8 a.m.-5 p.m.

Utah Rural Summit, hosted at Southern Utah University's Utah Center for Rural Life. Location is SUU's Hunter Conference Center, 351 W. University Blvd., Cedar City. Cost is \$150. Registration can be completed at [Eventbrite](https://eventbrite.com).com.

Oct. 6, 8-9 a.m.

Virtual Morning Mingle, a South Jordan Chamber of Commerce event that takes place online. Speaker is Ann Lobos of Northstar Tax & Consulting. Details are at <https://www.southjordanchamber.org/events>.

Oct. 6, 10-11:30 a.m.

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

Oct. 6, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Roosters, 748 Heritage Park Blvd., Layton. Free. No RSVP required. Details are at davischamberofcommerce.com.

Oct. 6, 11:30 a.m.-1 p.m.

"Investment & Finance," part of the Ogden-Weber Chamber of Commerce Women Empowered Speaker Series. Speaker is Michael Anaya. Event takes place online via Zoom. Details are at ogdenweberchamber.com.

Oct. 6, 1-4 p.m.

Davis Technical College Virtual Job Fair. Free for job-seekers, \$125 for employers. Details are at <http://davistech.edu/career-fair>.

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

WordPress Workshop, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 7, 9-11 a.m.

"How to be Wildly Successful at Prospecting and Selling in

the COVID Era," a South Valley Chamber event. Speaker is Dan Bigelow of Sandler Training. Location is Miller Free Enterprise Center, Room 203, 9750 S. 300 W., Sandy. Cost is \$15 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

Oct. 7, noon-1 p.m.

"Virtual Lunch & Learn: Get Your Local Business on Google Search and Maps," a Park City Chamber/Bureau event for members only. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Oct. 7, 3:30-5 p.m.

"Business Connections" a ChamberWest event taking place online. Free, but registration is required. Details are at chamberwest.com.

Oct. 8, 8-10 a.m.

"Dear Competitor: They are All Following Us On Social Media," part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

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

"Witches, Werewolves and Women in Business" October Luncheon, a Davis Chamber of Commerce Women in Business event. Location is Boondocks, 525 Deseret Drive, Kaysville. Cost is \$20 for members, \$30 for guests. Details are at davischamberofcommerce.com.

Oct. 8, noon-2 p.m.

Strictly Networking Luncheon, a West Jordan Chamber of Commerce event. Location is Famous Dave's Bar-B-Que, Plaza Center Drive, West Jordan. Free for members, \$2 for nonmembers. Registration can be completed at [Eventbrite](https://eventbrite.com).com.

Oct. 8, 4-6 p.m.

After Hours, an ACG (Association for Corporate Growth) Utah event. Location is Sugarhouse Park, 1330 E. 2100 S., Hidden Grove Pavilion, Salt Lake City. Free for ACG members, \$10 for nonmembers. Details are available by contacting Linda Blake at linda@acgutah.org or (801) 359-8613.

Oct. 8, 6-8 p.m.

"Business Essentials," a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 9, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location to be announced. Free for WIB members. Details are at ogdenweberchamber.com.

Oct. 9, 8 a.m.-3:30 p.m.

"Women in the Money" Utah Financial Empowerment Conference, presented by the Utah Office of State Treasurer and the Utah Financial Empowerment Coalition. Morning keynote speaker is Michelle Singletary, author and personal finance columnist for *The Washington Post*. Lunch keynote speaker is Kris Cox of the Governor's Office of Management and Budget. Other activities include a panel discussing "Burning Financial Issues Facing Women Today" and several breakout workshops. Event takes place online. Cost is \$20 (scholarships are available). Details are at <https://womeninthemoney.org/>.

Oct. 9, 8 a.m.-noon

"In the Beginning: Everything Starts with the Word," a Salt Lake Chamber event that is the final seminar in the chamber's series "Mastering Media Management." Speaker is William Nixon. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$99 for members, \$149 for nonmembers. Details are at slchamber.com.

Oct. 9, 8-9 a.m.

"WOW Women Training: How You Show Up is Half the Battle: Strengthening Your Business Leadership Skills," a Women's Business Center of Utah event, in partnership with wow-women.biz. Speaker is Heather Gilmartin Adams. Event takes place online. Free. Details are at wbcutah.org.

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

"Emotional Intelligence," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on identifying the components of emotional intelligence, exploring strategies to increase awareness of emotions, developing the ability to manage your emotions, and improving social skills. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 13, 9-11 a.m.

"Topic Tuesday," a West Jordan Chamber of Commerce event. Topic is "Networking: What Works for You?" Location is West Jordan Chamber of Commerce, 8060 S. 1300 W., West Jordan. Free for members, \$2 for nonmembers. Registration can be completed at [Eventbrite](https://eventbrite.com).com.

Oct. 13, noon-1 p.m.

Online Lunch Break, a ChamberWest Women in Business Professional Growth Series event. Speaker Nicole Cottle, assistant city manager and general counsel and director of community and economic development at West Valley City, will discuss "Expanding Your Reach Through Leadership and Influence." Event takes place online via Zoom. Details are at chamberwest.com.

Oct. 13, noon-1:15 p.m.

"Utah Women in 2020: Challenges, Opportunities and Next Steps," a Utah Women & Leadership Project event. Panelists are Becky Jacobs, report at *The Salt Lake Tribune*; Liz Owens, community educator and gender justice and racial justice activist; and Robbyn Scribner, a research Fellow for the Utah Women & Leadership Project at Utah State University. Event takes place online via Zoom. Free. Registration can be completed at [Eventbrite](https://eventbrite.com).com.

Oct. 14, 7:30-11 a.m.

"Teamwork," part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Oct. 14, 10 a.m.-noon

"Starting Your Business 101," a Small Business Development Center (SBDC) event. Event takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 14, 10-11 a.m.

"Sell Online This Holiday Season with E-Commerce Tools," a Google training offered by the Women's Business Center of Utah. Event takes place online. Free. Details are at wbcutah.org.

Oct. 14, noon-1 p.m.

"Virtual Lunch & Learn:

Instagram for Business," a Park City Chamber/Bureau event for members only. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

Oct. 15, 11 a.m.-12:30 p.m.

"Buckle Your Seat Belts, Round II: 2020 Presidential Election, Health Care and Key Decisions Ahead," presented by Hays Cos. and featuring information about the challenges and opportunities that employer-sponsored health plans face through the remaining half of 2020 and beyond. Event takes place online. Free. Details are at https://info.hayscompanies.com/virtual-event-buckle-your-seat-belts-part-2-oct-15-21?utm_campaign.

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

Chamber Luncheon, a Davis Chamber of Commerce event. Location is the Weber State University Davis Campus in Layton. Cost is \$20 for members, \$30 for nonmembers. Details are at davischamberofcommerce.com.

Oct. 15, 1:30-2:30 p.m.

"Salt Lake Chamber-Business Live," a virtual networking event. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Oct. 15, 2-6 p.m.

Job Fair, a ChamberWest event. Location is Granger High School, 3580 S. 3600 W., West Valley City. Details are at chamberwest.com.

Oct. 20, 8 a.m.-4 p.m.

"Emotional Intelligence," part of the Salt Lake Community College Frontline Leader Workshop Series and focusing on identifying the components of emotional intelligence, exploring strategies to increase awareness of emotions, developing the ability to manage your emotions, and improving social skills. Location is Salt Lake Community College's Westpointe Campus in Salt Lake City. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 20, 11 a.m.-1 p.m.

Business Women's Forum 2020: "Bridging Differences to Get More from Mentorship," Speaker is Chandana Haque, executive director at Altitude Lab. Event takes place online via Zoom. Cost is \$20 for members, \$25 for nonmembers. Details are at slchamber.com.

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CALENDAR

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Oct. 21, 3:30-5 p.m.

"Business Connections and Bowling," a ChamberWest event. Location is All-Star Bowling & Entertainment, 3601 S. 2700 W., Valley Fair Mall, West Valley City. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

Oct. 21, 5:30-6:30 p.m.

"QuickBooks Workshop," a Small Business Development Center (SBDC) event. Event takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

Oct. 22, 4-5 p.m.

Disco Biz Bash Fundraiser,

a Women's Business Center of Utah event that is a disco-themed virtual happy hour. Activities include honoring the WBCUtah Entrepreneur of the Year. All proceeds assist the WBCUtah to provide virtual, online and in-person assistance for women business owners throughout 14 counties in Utah. Product box pickup will be at Brownies Brownies Brownies from 9 a.m.-2:30 p.m. Cost is \$75. Event takes place online. Details are at wbcutah.org.

Oct. 22, 8-10 a.m.

"Dear Competitor: Our Social Media Spend Makes Cents," part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

Oct. 26, 8 a.m.-5 p.m.

Utah Economic & Energy

Summit, presented by the Utah Governor's Office of Energy Development, Governor's Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The Ninth Annual Governor's Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global trade. Offerings related to international issues includes a plenary session on the newly implemented U.S.-Mexico-Canada Trade Agreement. Event also will highlight Gov. Gary Herbert's economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$180. Imperial Ballroom registration is \$159. Early-bird virtual admission is \$79. Details are at <https://utaheconomicsummit.com/>.

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

Women in Business Lunch-

eon, an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Cost is \$20 for WIB members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

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

Women in Business Luncheon, a South Valley Chamber event. Speaker Col. Angela Michael will discuss "How to Move Forward in a Male-Dominated Environment." Location is Salt Mine Productive Workspace, 7984 S. 1300 E., Sandy. Cost is \$30 for chamber members, \$50 for nonmembers. Registration can be completed at Eventbrite.com.

Oct. 28, 7:30-11 a.m.

"Culture Development," part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Oct. 28-Dec. 16, 8 a.m.-noon

"Lean Six Sigma: Green Belt," a Salt Lake Community College Employee Development Workshop focused on methodologies for waste reduction and process improvement skills, and applying problem-solving and quantifiable tools through Lean Six Sigma strategies. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$1,495. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Oct. 28, 7:30-8:30 a.m.

Coffee Connection, a Holladay Chamber of Commerce event. Location is Coffee & Cocoa, 6556 S. 3000 E., Holladay. Details are at holladaychamber.com.

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

"Improving Employee Health Through Diabetes Prevention: A Virtual Summit for Worksites," sponsored by Comagine Health, Get Healthy Utah, Intermountain Healthcare, the Utah Department of Health, and University of Utah Health. Event takes place online. Free. Registration can be completed at bit.ly/3hNzo1U.

Oct. 28, noon-1:30 p.m.

"Solve the Business Puzzle," a Women's Business Center of Utah event. Event takes place

online. Free. Details are at wbcutah.org.

Oct. 29, 8 a.m.-noon

ULI (Urban Land Institute) Utah Annual Trends Conference titled "Reboot & Rebound: Commercial Real Estate in Utah's 'New Normal.'" Keynote speaker is Jeffrey D. DeBoer, president and CEO of The Real Estate Roundtable. Event takes place online. Costs vary. Details are at utah.uli.org.

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

Networking Luncheon, a Murray Area Chamber of Commerce event featuring interviews with two chamber members and networking. Location is Murray Park Pavilion, 296 E. Murray Park Ave., Murray. Cost is \$15. Details are at murraychamber.org.

Oct. 29, 1:30-2:30 p.m.

"Salt Lake Chamber-Business Live," a virtual networking event with a Halloween theme. Free for members, \$10 for nonmembers. Details are at slchamber.com.

Oct. 29, 3-5 p.m.

"Writing for the Popular Press: A Workshop for Utah Women," a Utah Women & Leadership Project event. Speakers are Holly Richardson, columnist at *The Salt Lake Tribune*; and Heather Sundahl, writer, editor, contributor and blogger. Event takes place online via Zoom. Free. Registration can be completed at Eventbrite.com.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

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

"Introduction to Customer Service," a Salt Lake Community College Employee Development Workshop focusing on understanding and meeting a customer's needs and providing an exceptional experience for internal and external customers. Location is SLCC's Miller Campus in Sandy. Cost is \$300. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 4, 3:30-5 p.m.

"Business Connections and Bowling," a ChamberWest event taking place online. Free, but registration is required. Details are at chamberwest.com.

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AE URBIA - AE stands for architecture and engineering. AE URBIA are architects and engineers. URBIA is a state of belonging to; a group, a company or community which is rich in experience, facilitated through design.

AE URBIA is a group of architects and engineers devoted to creating and improving companies, communities and cities by creating "great spaces" which provide rich experiences.

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Royal LePage, the largest real estate company in Canada, has adopted the rlpSPHERE Platform from Draper's Inside Real Estate for its more than 18,000 agents in 600 offices in the country. RlpSPHERE provides a fully integrated, state-of-the-art tech ecosystem enabling Royal LePage brokers, agents and teams to manage and grow their business from one single platform.

Inside Real Estate said rlpSPHERE, an enterprise deployment of its kvCORE platform, includes extensive customization and "Canadianization," creating a powerful all-in-one solution uniquely tailored to the needs of the Royal LePage network. Known for its lead generation, fully integrated brokerage platform and intelligent automation capabilities, the kvCORE platform is deeply integrated into Royal LePage's internal systems providing a seamless experience for brokers, agents and teams to run every aspect of their business, according to an Inside Real Estate release.

"We're honored to be the long-term technology partner powering Canada's leading real estate brand," said Joe Skousen, president of Inside Real Estate. "Working with the talented and forward-thinking leadership team at Royal LePage to successfully customize our kvCORE platform has been incredibly rewarding. We're thrilled to see the successful launch of rlpSPHERE to Royal LePage brokers, teams and agents and to see the results it's having on their business first-hand."

"Royal LePage is known as Canada's tech-forward real estate company," said Carolyn Cheng, chief operating officer at Royal LePage. "The launch of rlpSPHERE provides our network with the most modern, data-driven real estate productivity tools available, giving our brokers, agents and teams a substantial competitive advantage to grow and manage their businesses in today's high-tech world."

Solutionreach, a Lehi-based patient relationship management software company, has partnered **MedXCom** to offer a reliable, HIPAA-compliant answering service solution for medical, dental and vision practices nationwide. MedXCom is a cost-saving, dependable and easy-to-use cloud-based automated answering service, currently used by thousands of healthcare providers who have improved quality of care for their patients, simplified their after-hours call management, and enjoy a reduced



SOLUTIONREACH

and consistent monthly bill, Solutionreach said. "Our platform gives healthcare providers a secure, low-cost, low-risk solution for automatically managing after-hours patient communication," said **Dr. Michael Rothkopf**, CEO of MedXCom. "It offers significant benefits, including risk mitigation and transparency, as well as substantial cost savings compared to a traditional answering service. Through this partnership, we are pleased to be included in Solutionreach's marketplace of services." The MedXCom answering service solution offers HIPAA-compliant secure texting, voice-to-text transcriptions, customizable call flows and caller ID protection.

Lehi-based **Canopy**, a cloud-based practice management platform for accounting professionals, has introduced new features and updates across its software suite to equip industry professionals with the tools they need to best organize their firms and efficiently utilize their time. "On the heels of a very busy season for tax professionals, we have made enhancements to our **Practice Management and Tax Resolution** offerings to continue providing our users with leading-edge software.



By streamlining the day-to-day activities of industry professionals, our goal is to make sure our customers can provide the best possible service to their clients," said **Larry Furr**, chief product officer at Canopy. The upgrades include a productivity dashboard, mobile task management, mobile client communications and an e-sign feature for both clients and accountants. Canopy will also be introducing a PDFannotation feature for better document management, Furr said.

SmartyStreets, a developer of location data intelligence located in Provo, has released its **US Rooftop Geocoding** and **US Reverse Geocoding** cloud-based application programming interfaces. These new products will provide customers with the highest precision geocodes available in the market today, the company said. "The SmartyStreets US Rooftop Geocoder represents a new generation of geocoding accuracy. We are talking about true rooftop geocodes. You'll see huge



improvements in accuracy compared to less sophisticated services," said **Berk Charlton**, director of geolocation intelligence at SmartyStreets. "For example, other geocoders struggle with providing detailed geocodes for individual units in strip malls or mobile home communities. Less accurate geocoding technology tends to clump these geocodes together. They don't know the real location of each structure or suite. And in the case of rural parcels, these geocodes may actually be hundreds of feet from the rooftop. Parcel-centroid geocodes aren't precise enough for many use cases."

Salt Lake City's **GadgetGuard** has announced that **Black Ice Screen Protectors** are now available for the new Apple Watch Series 6 and Watch SE and the new iPad Pro Air and 8th Generation. "These new Apple devices are major investments and should be protected as such," said **Ryan McCaughey**, chief technology officer for Gadget Guard's parent company, Penumbra Brands. "Gadget Guard is committed to making sure the newest generation of devices don't break." Black Ice Flex is specifically developed for the most advanced screens, including the Series 6 and SE watches.



The company said it's as smooth as the original screen, repels smudges and protects from breaks. The screens are also available with Guardplus screen insurance if anything does happen, reimbursing customers to fix or replace a damaged screen. They are available through participating retailers and Amazon.

Salt Lake City-based **HealthTree**, a disease navigation platform for terminal illnesses including multiple myeloma, has announced the addition of its latest feature, **Myeloma Crowd Community Forums**, a place for patients to have discussions with their peers on specific myeloma topics. The forums are organized by topic and are searchable, providing patients with a navigable place to ask questions and have discussions with other patients. "Facebook Groups are often a patient's go-to disease navigation tool; however, they were not

intended for this purpose and they can be difficult to use in this way," said **Jenny Ahlstrom**, founder of HealthTree. "While Facebook groups can offer patients community and encouragement, HealthTree's new Community Forums provide patients with a sense of community with their peers as well as support in the form of organized, searchable information."



Hopsoft LLC, a Heber City creator of the web interface development tool Stimulus Reflex, has announced its new version 3.3 **Morphs** release that delivers a 400 percent to 500 percent productivity advantage compared to the teams working with previous-generation tools such as React from Facebook or Google's Angular. Morphs make it possible for individual developers and small teams to produce user experiences in a fraction of the time, Hopsoft said. "You can't change how the world



StimulusReflex

builds software by being 5 percent better," said StimulusReflex creator **Nate**

Hopkins, citing the \$10 billion-per-year application development software market. "You have to change the fundamental paradigm and be five, even 10 times better, faster and cheaper. That's exactly what we're doing with StimulusReflex Morphs." Hopkins has used the Ruby on Rails web framework to build several technology companies over more than a decade.

Motivosity, a Lehi-based employee engagement platform that helps companies develop motivated teams, has launched new performance management tools focused on the support of managers. **Motivosity Lead** is designed to address challenges such as effective management to increase employee motivation by adding one-on-one interfaces and employee priorities functionality to existing manager feedback features, giving managers more ways to be consistent in engagement-driving activities. "Companies recognize that developing their managers pays huge dividends. Our goal with Motivosity Lead is to focus on that need



motivosity

specifically, by getting rid of the old processes and creating a modern

way to help managers be better managers," said **Scott Johnson**, founder and CEO of Motivosity. "When managers are effective, their teams are more motivated." Motivosity Lead will be immediately available as a point solution, giving line-of-business owners the opportunity to support managers independently from other cross-department initiatives, Johnson said.

Salt Lake City-based **Nav** has released an enhancement for its **small-business financing platform**. The new product features the addition of real-time business data analysis and bank account connectivity; an expanded team of expert funding managers; and a streamlined user experience promising a simpler, more personalized financing experience. The platform analyzes customers' business cash flow, credit data, behavioral data and more to identify the best financing offers for their needs,



Nav said. "American business owners are intimately familiar with the difficulties of accessing capital. It's a pervasive problem that's now under a national micro-

scope in light of the Paycheck Protection Program and unstable COVID-19 economy," said **Greg Ott**, Nav CEO. "The launch of today's enhanced experience is designed to give every small-business owner personalized expertise that makes securing financing not just faster and simpler, but also tailored to their unique situation."



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CALENDAR

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Nov. 5, 8-10 a.m.

“Dear Competitor: Everybody Who Is Anyone Knows Our Brand,” part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

Nov. 6, 13

Government Affairs Boot Camp, a Salt Lake Chamber event designed for new and experienced government affairs professionals, company executives and public policy advocates to learn how to improve their effectiveness and understanding of advocating in the state of Utah. Activities are 8 a.m.-noon both days. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$500 for chamber members, \$750 for nonmembers. Details are at slchamber.com.

Nov. 9-11

Utah Life Sciences Summit, a BioUtah event that takes place online. Details to be announced.

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

“Leading People, Projects and Processes,” part of the Salt Lake Community College Frontline Leader Workshop Series that will feature a review of key project management principles while learning processes for effective team leadership and how to communicate and set guidelines to track progress. Location is SLCC’s Miller Campus in Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 10, 8 a.m.-3 p.m.

Women & Business Conference and Athena Awards Luncheon, presented by the Salt Lake Chamber and the Women’s Business Center of Utah. Activities include presentations of the Athena Award and Pathfinder Awards. Location is Grand America, 555 S. Main St., Salt Lake City. Cost is \$150 for in-person ticket, \$55 for virtual ticket. Details are at slchamber.com.

Nov. 11, 9 a.m.-4 p.m.

2020 UMA Manufacturing Conference, a Utah Manufacturers Association event with the theme “People, Process, Performance.”

Attendees will learn best practices in continuous improvement, sales and marketing, and developing high-performing teams from industry experts. Keynote speaker Don Rheem will discuss “The Science of Great Leadership: Your Employees are Your Most Valuable Asset; Let’s Maximize Their Potential.” Event also will feature awards presentations. Event takes place online. Cost is \$50 for UMA members, \$100 for nonmembers. Details are at <https://umawebo.org/2020conference/>.

Nov. 11, noon-1:15 p.m.

Fall Women’s Leadership Forum, a Utah Women & Leadership Project event. Theme is “Feeling Like a Fraud: Navigating Perfectionism and Impostor Syndrome as Women.” Panelists are Aimee Winder Newton, former 2020 candidate for Utah governor and currently serving on the Salt Lake County Council; Ally Isom, chief strategy and marketing officer at Attostat; and Denise Linberg, former judge of the 3rd District Court of Utah. Event takes place online. Free. Registration can be completed at Eventbrite.com.

Nov. 12-13

2020 Executive Summit, a Utah Valley Chamber event featuring keynotes and rapid-fire updates from areas of vital importance to businesses and the community. Activities take place 9-11:30 a.m. each day. Event takes place online. Registration through Oct. 23 is \$245 for members, \$295 for nonmembers. Registration through Nov. 11 is \$275 for members, \$325 for nonmembers. Details are at thechamber.org.

Nov. 12, 8 a.m.-3 p.m.

Annual Women In Business Summit, a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Details are at davischamberofcommerce.com.

Nov. 13, 7:15 a.m.-3 p.m.

Annual Fall Business Conference, a ChamberWest event originally scheduled for Sept. 16 and featuring keynote presenters, breakout sessions, exhibitor tables and more. Location is the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

Nov. 13, 7:45-9 a.m.

Women in Business Networking, an Ogden-Weber Chamber of Commerce event. Location to be determined. Free for WIB members. Details are at ogdenweberchamber.com.

Nov. 13, 9-10:30 a.m.

Fall 2020 Nubiz Symposium, an Ogden-Weber Chamber of Commerce event that takes place online. Details to be announced.

Nov. 17, 8 a.m.-4 p.m.

“Leading People, Projects and Processes,” part of the Salt Lake Community College Frontline Leader Workshop Series that will feature a review of key project management principles while learning processes for effective team leadership and how to communicate and set guidelines to track progress. Location is SLCC’s Westpointe Campus in Salt Lake City. Cost is \$250. Details at <http://www.slcc.edu/workforce/courses/index.aspx>.

Nov. 17, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Nov. 17, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location to be determined. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

Nov. 18, 7:30-11 a.m.

“Leadership Development,” part of the Fall 2020 Leadership Series presented by Davis Technical College’s employer and continuing education team

and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberofcommerce.com.

Nov. 18, 3:30-5 p.m.

“Business Connections and Bowling,” a ChamberWest event. Location is All-Star Bowling & Entertainment, 3601 S. 2700 W., Valley Fair Mall, West Valley City. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

Nov. 19, 8-10 a.m.

“Dear Competitor: Our Website is Better Than Yours,” part of the Business Recovery Series presented by Davis Technical College, in partnership with Davis County and the Davis Chamber of Commerce. In-person and virtual classes are available. In-person class location is the Business Resource Center, 450 Simmons Way, Kaysville. Cost for the series is \$150. Cost for individual classes is \$25. Details are at <http://davistech.edu/business-recovery>.

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

Business Alliance Networking Luncheon, a Davis Chamber of Commerce event. Location is Business Resource Center, 450 Simmons Way, Kaysville. Free. No RSVP required. Details are at davischamberofcommerce.com.

Dec. 2, 8 a.m.-noon

“Leadership Secrets of Santa Claus,” a Salt Lake Community College Employee Development workshop. Attendees will learn how Santa juggles employees, equipment, facilities, resources and production, with 10 practical strategies that can be used all year long. Location is Salt Lake Community College’s Miller Campus in Sandy. Cost is \$150. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Dec. 2, 3:30-5 p.m.

“Business Connections and Bowling,” a ChamberWest event taking place online. Free, but registration is required. Details are at chamberwest.com.

Dec. 3, 7:30-9 a.m.

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

Dec. 4, 1:30-3:30 p.m.

Holiday Social, a South Jordan Chamber of Commerce event. Location is Market Street Grill, 10702 S. River Front Parkway, South Jordan. Details are at <https://www.southjordanchamber.org/events>.

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

“Change Management

see CALENDAR page 19

THINGS WITH FEWER YEARS OF SERVICE THAN FABIAN VANCOTT:

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Dynamic Loudspeaker
Rice & Kellogg, 1924

TOURISM

from page 1

“And I feel like that is the story of Utah — that people once understated it as this kind of place they didn’t really understand and then they came to see the elegance of everything that is Utah and they’re willing to make value investments in everything that we offer,” Varela said.

“So COVID can’t take any of these fundamentals of Mother Nature playing favorites from us.”

Meanwhile, the Red Emerald plan calls for dispersing tourist visitation throughout the state and prioritizing quality visitation rather than just the quantity of visitors. International visitors, in particular, are targeted because they tend to spend a lot and visit sites longer.

Red Emerald “lays out the vision, it lays out the path that will get us out of this hard situation and position us even better, in many respects, over the long term,” Varela said. “So I assert to you today that Utah is among the national leaders in tourism re-

covery.”

While Utah needs to get visitors to stay longer, “by 2024 — it’s a long-term play — we are feeling confident that our continued investment in international storytelling is going to get us to a larger market share with these high-spend, longer-stay visitors,” she said.

The virus thwarted what was a gangbusters industry. Utah in 2019 saw travelers spend \$10 billion and provide \$1.3 billion in tax revenues.

“What I want to tell you today is that we’re on a continued path to growth. It’s just taken a few twists and turns along the way,” she said.

Utah was headed to a record-breaking ski season when the virus hit. The ski industry still had a 2019-20 season that was its fourth-best in visitation and second-best economically. “And then the world turned upside-down on us, and this is the world we all know now,” Varela said.

That world includes Utah’s leisure and hospitality services employment in August slipping nearly 17 percent from a year earlier.

said. “And that’s going to be our message going forward: What does this mean to each individual community?”

Jack Hedge, the authority’s executive director, said the goal is “to really bring value-added services to goods movement in and around the state.” The authority will use the collected data with existing information about how goods move through the state, what goods move through the state “and where those touchpoints are where we can try to shift cargos, move things to more efficient, more effective modes of transportation,” he said.

Those Utah counties aren’t the only ones expressing interest in having ports, according to Chinn. “Ironically, I’ve had a lot of surrounding states come forward and say, ‘We want to be part of your satellite port process.’ So it’s not just Utah, really. It’s a regional approach, beyond Utah,” she said.

But the satellite port concept, like the development of a main port in Salt Lake City, has drawn criticism. While some people might see satellite sites as spreading the wealth, critics see them as spreading the problems that they believe ports will create through increased greenhouse gas emissions, pollution deteriorating air quality, and damages to natural habitats. During the public comment portion of the quarterly meeting, several speakers raised concerns about fossil fuels — specifically, coal — being exported from satellite ports to seaports.

“The truth is, you are in a position of hardship and a position where you have to completely innovate to try to work through this,” said Natalie Gochnour, director of the Kem C. Gardner Policy Institute at the University of Utah and an associate dean at the UofU’s David Eccles School of Business. Gochnour noted that one in 11 jobs in Utah is in the tourism sector.

But Utah, from a relative standpoint, had several positives. While its tourist visitation stats from April through June this year were down 32 percent from the same time a year earlier, Mountain West states saw a drop of 42 percent, the U.S. saw a 44 percent dip, and the western half of the nation slipped 52 percent.

Moreover, Expedia Utah hotel searches fell 21 percent while four nearby states saw larger drops. The change in traveler spending year over year likewise is down 21 percent — it is worse in other states — but it once was down as much as 89 percent. And both site visits and page views at VisitUtah.com are up significantly.

“So, we have lots to be optimistic about,” Varela said.

The tourism industry also has been buoyed by a \$55 million infusion from the federal CARES Act, making Utah one of only two states where legislatures made significant CARES Act investments “to get their tourism industries through these hard times,” Varela said.

Gov. Gary Herbert, addressing conference-goers via video, urged tourism industry representatives to “stay strong.”

“Despite the challenges we face, the good news is that Utah is positioned to lead the nation in economic recovery. We have the spectacular destinations that visitors crave, the wonderful people who tourists love, and the tourism industry and state tourism office dedicated to inspiring them to return to Utah often. We also are blessed to have you. Thank you for all you do to create a safe and welcoming environment for travelers, both residents and visitors alike.”

UPDATES

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

“Family and Medical Leave Act Essentials,” an Employers Council event.

Nov. 6, 8:30 a.m.-12:30 p.m.

“HR Management Program: Advanced HR Competencies,” an Employers Council event taking place Fridays through Dec. 11.

Nov. 12, 8:30 a.m.-10:30 a.m.

“Managing Difficult Employees: Briefing for Managers and Supervisors,” an Employers Council event.

Nov. 17, 8:30 a.m.-10:30 a.m.

“Unemployment Insurance in Utah: Appeal Hearing Workshop,” an Employers Council event at the Employers Council’s Utah office in Salt Lake City.

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

“Harassment Prevention for Managers and Supervisors,” an Employers Council event.

POSTPONEMENTS

Business After Hours, a Salt Lake Chamber event, originally scheduled for March 19 and later rescheduled for Sept. 17 at the Utah Museum of Contemporary Art in Salt Lake City, has been rescheduled for spring 2021.

Annual Fall Business Conference, a ChamberWest event originally scheduled for Sept. 16, will take place Nov. 13, 7:15 a.m.-3 p.m., at the Utah Cultural Celebration Center, 1355 W. 3100 S., West Valley City. Details are at chamberwest.com.

“We Are Utah” Manufacturers Expo, a Utah Manufacturers Association event scheduled for Sept. 23, 1-8 p.m., at Mountain America Expo Center in Sandy, has been postponed until March 2021.

South Jordan Business and Entrepreneurial Summit and Expo, a South Jordan Chamber of Commerce event originally scheduled for April 29 and later rescheduled for Sept. 10 at the Karen Gail Miller Conference Center in Sandy, has been postponed until a date to be determined.

Business to Business Expo, a Davis Chamber of Commerce

event originally scheduled for Aug. 27 at the Davis Conference Center in Layton, has been postponed until April 2021.

Utah Economic & Energy Summit is scheduled for Oct. 26, 8 a.m.-5 p.m. It is presented by the Utah Governor’s Office of Energy Development, Governor’s Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. The 14th Annual Utah Economic Summit was originally scheduled for June 18. The Ninth Annual Governor’s Energy Summit was originally scheduled for May 18, then postponed until Oct. 21. Activities include morning and lunchtime plenary sessions, awards presentations, and morning and afternoon breakout sessions in three tracks: economic development, energy and global trade. Event also will highlight Gov. Gary Herbert’s economic and energy accomplishments since 2009. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$180. Imperial Ballroom registration is \$159. Early-bird virtual admission is \$79. Details are at <https://utaheconomicssummit.com/>.

Utah Veteran Business Conference 2020, a Utah Veteran Owned Business Partnership event originally scheduled for May 8 at Salt Lake Community College’s Miller Campus in Sandy, has been postponed until a date to be determined.

OTHER INFORMATION

“Business Connections and Bowling,” ChamberWest events originally scheduled for Oct. 7, Nov. 4 and Dec. 2 (all at 3:30-5 p.m.) at All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan, have been moved online and renamed “Business Connections.” Free, but registration is required. Details are at chamberwest.com.

PORT

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The authority has sought local input about the sites’ rail connectivity, how prepared they are to become a port, the benefits and impacts of a port, and other details. That information is being used to create an “asset map.”

“It does not guarantee a port designation,” Chinn said.

The next phase of the satellite port process will be understanding the business rationale for creating them, she said.

“And one of the things that has come out loud and clear when we’re talking to the shippers on the West Coast as well as the users, [is] that if there is not a business case, there is no need to move this through a certain area. It’s not a ‘build it and they will come’-type scenario. We have to be really thoughtful and methodical in this process,” Chinn said.

That business-case study will include meeting with local businesses in and around the areas, trying to better understand the freight movement, demand, possible partners and users, and assessing potential shipping volume.

After that, the authority board will determine whether to designate sites as project areas, and then local communities would advance the process. Each will have their own considerations and timelines, she said.

“There are different ideas about what this could be,” Chinn

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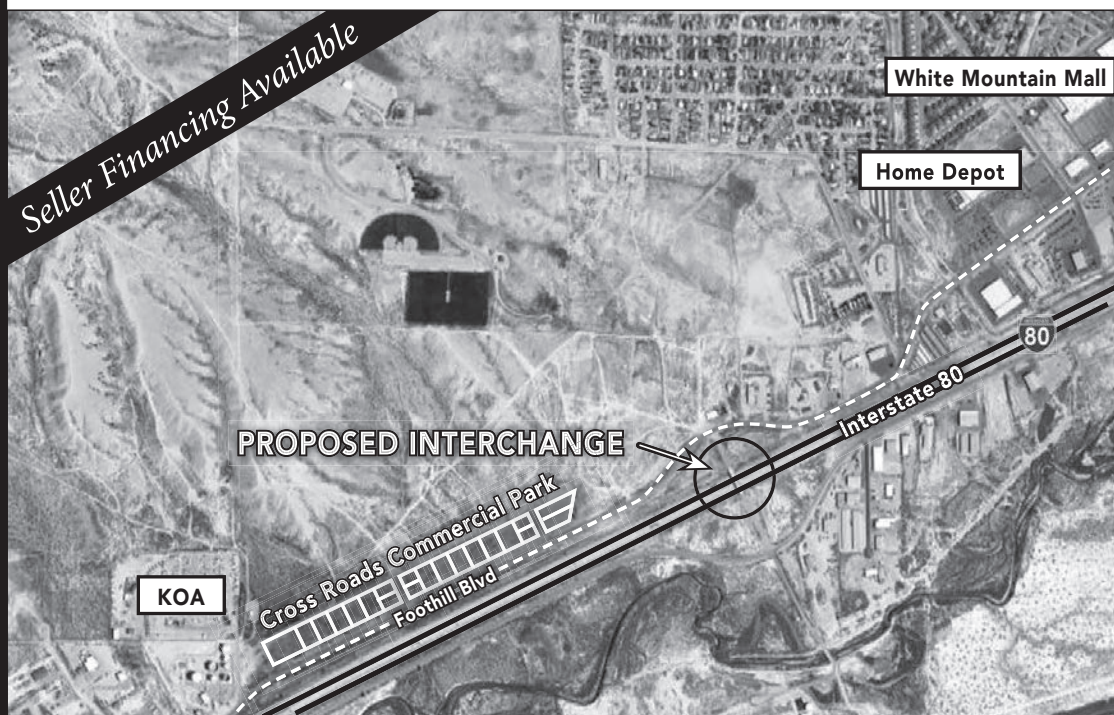


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CALENDAR

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for Managers,” part of the Salt Lake Community College Frontline Leader Workshop Series. Attendees will gain tools to effectively plan for and manage the impact of change to their teams and organizations. Location is Salt Lake Community College's Miller Campus in Sandy. Cost is \$250. Details are at <http://www.slcc.edu/workforce/courses/index.aspx>.

Dec. 9, 7:30-11 a.m.

“Emotional Intelligence,” part of the Fall 2020 Leadership Series presented by Davis Technical College's employer and continuing education team and Ames Leadership Institute and continuing through Jan. 27. Location is the Davis Technical

College, Simmons Building, 450 Simmons Way, Kaysville. Cost is \$175 per class (Custom Fit cost is \$88), \$600 for a bundle of four classes (Custom Fit cost is \$300). Details are at davischamberof-commerce.com.

Dec. 9, 5-7 p.m.

Business After Hours, an Ogden-Weber Chamber of Commerce event. Location is Trust Brands, 155 E. 31st St., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

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

Annual Holiday Party and Networking Luncheon, a Davis Chamber of Commerce event. Location is Boondocks, 525 Deseret Drive, Kaysville. Cost is \$20 for members, \$30 for guests. Details are at davischamberof-commerce.com.

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