

### Focus



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## Silicon Slopes Venture Fund

# Making sure Utah's 'amazing ride' continues

**Brice Wallace**  
*The Enterprise*

A first-of-its-kind venture capital fund will focus solely on Utah tech startup companies and entrepreneurs.

Unveiled during the Silicon Slopes Tech Summit in Salt Lake City, the Silicon Slopes Venture Fund is designed to bolster Utah's tech ecosystem and replicate industry success that has made Utah a tech hot spot.

"Success breeds success," said Ryan Smith, co-founder and CEO of Qualtrics

and one of three people creating the fund. "So, if there's something that we can do to give back, the No. 1 thing is, how do we make more organizations successful so that the amazing ride that we are on in Utah continues?"

Smith said such a fund would have been handy when he started running a business 17 years ago.

"Had I had something like this, I guarantee that we could've shortened the process to get to where we did — significantly, not just from the funding and the money, but the know-how," he said.

The fund's other founders are Josh

James, co-founder of Omniture and founder and CEO of Domo, and Jeff Kearn, general partner at Pelion Venture Partners. Pelion will provide the fund's operational support and management alongside James, Kearn and Smith. The three founders have for years invested in startups, both inside and outside of Utah.

"There's deals that aren't getting done," James told the crowd at the summit. "There's entrepreneurs out here in this audience right now that are looking for some money, that are looking for some advice, and there needs to be more and more venture funds and angel funds to go around to help get them funded, to help shepherd

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Contractors put the finishing touches on the entrance to Industry SLC, an Opportunity Zone project near downtown Salt Lake City being developed by Q Factor and financed in part by Jim Sorenson's Catalyst Opportunity Funds. Photo courtesy of Q Factor.

## SLC's Granary District changing with OZ development program

**John Rogers**  
*The Enterprise*

Salt Lake City's blighted Granary District is taking on a new look.

The old industrial area on the edge of downtown is taking on new life thanks to the merger of three forces: Qualified Opportunity Zones legislation created by the 2017 Tax Cuts and Jobs Act to spur economic development and job creation in distressed communities; Q Factor, a development team led by Jason and Ellen Winkler; and Catalyst Opportunity Funds, a

Salt Lake City investment firm focused on Opportunity Zone investments and headed by renowned Utah investor Jim Sorenson.

Two rundown industrial complexes are the center of the transformative projects Q Factor has undertaken. Both are located in an area generally bounded by 600 South and 900 South between 300 West and Interstate 15. Known as the Granary District because of its history of flour production, its proximity to downtown and its abundance of abandoned warehouse and

## Visit Salt Lake books conventions worth \$123 million

Visit Salt Lake, the organization tasked with bringing conventions and other events to Utah, booked 14 future events during the fourth quarter of 2019 that will bring about 127,000 people to the state — and those people will spend about \$123 million while they are here. Those folks will occupy hotel rooms for 116 nights during their visits.

Among those who have scheduled their meetings in Utah is the U.S. Air Force Advanced Manufacturing Olympics, a competition will attract 2,500 manufacturing companies, defense contractors, tech startups and universities in July.

The Big Gear Show, which was announced late last year, is slated to be held in the Salt Palace Convention Center July 21-25, attracting retailers and manufacturers serving the active paddle, climb, bike and camp segments of the outdoor industry. Up to 3,000 retailers and exhibitors are expected to attend the event and spend \$2.9 million while in Salt Lake.

The Commission on Presidential Debates selected Salt Lake's University of Utah to host a vice presidential debate in October. The event will generate extensive national media coverage and attract more than 4,800 media, production, security and support staff who will spend nearly \$4.7

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# Fortem contacts with DOD for drone protection systems

Pleasant Grove's Fortem Technologies, a leading developer of counter-unmanned aircraft systems for security and defense has been awarded a contract with the Department of Defense (DOD) through its Defense Innovation Unit (DIU). The contract is to develop systems to counter and deter improvised threat networks.

DOD has previously purchased various solutions from Fortem, including its SkyDome, DroneHunter, DroneHangar and TrueView radar systems. Fortem said its solutions are open architecture and designed to be customized to integrate with existing systems in use by the military.

"Innovation is key for an ever-changing threat landscape," said Adam Robertson, Fortem chief technology officer. "Fortem is proud to be a partner of the DoD as our DroneHunter platform, coupled with our SkyDome system, represents the most advanced, effective hunter drone in its class to protect against drone-enabled threats to national security." Robertson said that drone attacks on the nation's military personnel are increasing. The new Fortem products will help protect military bases without adverse effects to local communities, he said.

Founded in 2016, Fortem Technologies employs 110 people. Its products are used by airports, hospitals, sports stadiums and defense establishments.

## Generational Breakdown of Entrepreneurs

Rank	Metro	Average Founders Age	Gen Z	Millennial	Gen X	Baby Boomer	Silent
1	New Orleans	37.04	4.5%	55.0%	30.9%	8.4%	0.2%
2	Salt Lake City	37.17	5.6%	52.9%	32.2%	7.7%	0.3%
3	Philadelphia	37.90	4.4%	50.4%	34.3%	9.9%	0.1%
4	Milwaukee	37.92	3.5%	51.9%	32.2%	10.1%	1.2%
5	Hartford, Conn.	38.15	4.9%	48.2%	38.9%	7.3%	0.4%
6	Columbus, Ohio	38.17	5.5%	47.6%	36.8%	8.2%	0.7%
7	Oklahoma City	38.22	3.9%	49.3%	34.6%	10.1%	0.7%
8	Minneapolis	38.32	5.7%	45.3%	37.6%	9.8%	0.7%
9	Providence, R.I.	38.45	5.6%	44.1%	34.6%	12.6%	0.0%
10	Boston	38.47	4.8%	47.0%	33.8%	11.5%	0.5%

Source: [LendingTree.com](#)

Salt Lake City has the second-youngest entrepreneurs in the nation, according to a new study from LendingTree. "Salt Lake City's key industries include information technology, gaming, outdoor products, life sciences, health care, finance, logistics, manufacturing and distribution," LendingTree said in the report. "Among the local support for startups is Silicon Slopes, a nonprofit organization that provides resources for entrepreneurs in the tech community. Utah as a whole has a low cost of doing business and has one of the best business tax climates in the country, according to The Tax Foundation."



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## Geneva Pipe sold to Washington company

Northwest Pipe Co. of Vancouver, Washington, has acquired Geneva Pipe Co. Inc., a concrete pipe and precast concrete products manufacturer based in Orem. The transaction closed on Jan. 31 and was funded with cash on hand and debt, Northwest said in a release.

Geneva was founded in 1956 and employs around 140 people in its Utah operations. In 2019, the company had approximately \$43 million in revenues.

Northwest Pipe said the purchase of Geneva will give the company additional capabilities in

water infrastructure products by adding reinforced concrete pipe capacity and a full line of precast concrete products, including storm drains and manholes, catch basins, vaults and curb inlets as well as Geneva's products that extend the life of concrete pipe and manholes for sewer applications.

Operations will continue with their current management and workforce at Geneva's three Utah manufacturing facilities located in Salt Lake City, Orem and St. George.

"The acquisition of Geneva, which we expect to be immediately accretive to our financial results, is a significant step in the continuous growth of our company in serving a wider spectrum of the water infrastructure market. By expanding into storm water and wastewater manufacturing, we are strategically growing our firm," said Scott Montross, president and CEO of Northwest. "This transaction creates a stronger company while expanding our product offering to meet the robust demand created by our country's aging infrastructure."

Founded in 1966, Northwest is the largest manufacturer of engineered steel water pipeline systems in North America. The company produces engineered steel water pipe; bar-wrapped concrete cylinder pipe; and steel casings, as well as various linings, coatings and joints. It has manufacturing facilities across North America.



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# Candidates: Incentives should change under current economic conditions

**Brice Wallace**  
The Enterprise

The incentives program at the Governor's Office of Economic Development (GOED) could be in for some major changes next year.

While some adjustments could come during the current legislative session, during the Silicon Slopes Tech Summit, a pair of gubernatorial candidates said the program needs to be changed or at least reviewed in order to ensure it fits today's Utah economy and the state's economic development goals.

The incentives, primarily in the form of tax credits given after companies create high-paying jobs, are designed to entice out-of-state companies to put operations in Utah or expand the operations of in-state companies.

Spencer Cox, currently lieutenant governor, acknowledged that he has been critical of the way incentives are awarded. "I think we need to make a change," he said during the summit's gubernatorial debate.

When Gary Herbert became governor in 2009, the state was in the depths of the Great Recession, had an 8 percent unemployment rate and had people and companies leaving. "We were in desperate times," Cox said.

But Herbert worked to make Utah a premier business destination in the U.S. "By the way, it's worked," Cox said, adding that incentives enabled Utah to bring companies to the state. "That made sense at that time and I'm grateful that that happened," he said.

Utah has led the nation in private-sector job growth the past 10 years, at 36 percent. "Again, it's happening because of the entrepreneurs here in this room and it happened because we were able to attract some of the best companies in the world to Utah, and they're here and making an enormous difference, and we should be proud of that," Cox said.

But that works, he said, when unemployment is at 8 percent, not the current 2.3 percent — the lowest in Utah history and currently the lowest in the U.S.

"Why on Earth would we be giving away tax incentives to companies to come here at 2.3 percent unemployment when there aren't any employees for them to hire in the first place?" Cox asked. "Why would we be giving away taxpayer dollars for that?"

Instead, the state needs a flexible system that allows it to use incentives when economic times are bad but "change that focus" when times are good. Rather than

incentives, the priorities should be to offer companies workforce development and education and to improve infrastructure, he said.

"And, by the way, most of them are coming anyway," he said of incentivized companies. "They don't need an incentive to come here. ... We are not the same state that we were 10 years ago. We've grown up in very, very powerful ways," Cox said.

Another candidate, former

Gov. Jon Huntsman Jr., created GOED in 2005 by dismantling the Department of Community and Economic Development and putting GOED in the executive branch. That change, as well as a state rebranding and tax reform, helped Utah during that time, he said.

"We built it (GOED) to be small, nimble and to ensure the competitiveness of this state. Every other state in American want-

ed [to have] GOED. It was the hottest thing we had going for us," Huntsman said.

"Today, GOED has become kind of a holding company for a lot of different things, and I think it's probably worth a good review, because it's got to get back to something that's fast, smart, lean, agile and keeps Utah right at the very front of economic development."

Following GOED's review of its programs last year, changes are afoot in the current legislative session. One likely will focus on the requirement that an incentive award takes place only if Utah is competing with other locations for a company project.

"Right now, if you want an incentive, you have to threaten to go to Colorado or someplace else. That's crazy," Cox said, adding that another change might increase the new-job wage requirements "so we're really giving it away for the best jobs, not for any job."

Candidate Jeff Burningham, a businessman, wondered if incentives are needed.

"Let me just make it clear: There are not a thousand government programs that can create what you, the entrepreneurs of Silicon Slopes, have created — not a thousand government programs," Burningham said.

"We did not need to attract people here. The entrepreneurs were here. They needed a fertile ground with capital and other re-

sources. Politicians are enablers of the political systems that have made them, while entrepreneurs are disrupters of the status quo and make greater opportunities for us all. And that's why we need to elect an outsider, an entrepreneur, someone who does not come from the political system."

None of the other candidates had the GOED question posed to them by moderator Clint Betts, executive director of Silicon Slopes. He prefaced the discussion by saying that "critics might say GOED favors out-of-state businesses" for incentives that could give them an advantage over Utah home-grown companies. He questioned whether GOED should exist "or is it just a form of corporate welfare for the politically well-connected?"

In 2019, GOED awarded 20 tax credit incentives. Nine were for in-state companies, 11 were from out-of-state. Typically, about 60 percent of incentives are awarded to in-state companies and 40 percent to companies outside Utah.



*Audience members watch Lt. Gov. Spencer Cox on video screens during the gubernatorial debate at the Silicon Slopes Tech Summit in Salt Lake City. The two-day summit attracted about 20,000 people to the Salt Palace Convention Center.*



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## CORPORATE FINANCIAL REPORTS

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

### SkyWest

SkyWest Inc., based in St. George, reported net income of \$73 million, or \$1.43 per share, for the 2019 fourth quarter. That compares with \$67 million, or \$1.28 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$744 million, down from \$803 million in 2018, due to the sale of ExpressJet in January 2019.

For the full year 2019, the company reported net income of \$340 million, or \$6.62 per share. That compares with \$280 million, or \$5.30 per share.

Revenue in 2019 totaled \$2.97 billion, down from \$3.22 billion in 2018.

SkyWest Inc. is the holding company for SkyWest Airlines and SkyWest Leasing, an aircraft leasing company. SkyWest Airlines has a fleet of nearly 500 aircraft connecting millions of passengers each month to more than 250 destinations and provides commercial air service in cities throughout North America with up to 2,500 daily flights. It has more than 14,000 employees.

"2020 represents the start of the next phase of our fleet transition as we increase new E175 aircraft and invest in our older CRJ fleet, driven by strong demand for

both aircraft types," Chip Childs, CEO and president, said in announcing the results. "We expect this will make 2020 a pivot year to position us for a new trajectory in 2021 and 2022."

### People's Utah Bancorp

People's Utah Bancorp, based in American Fork, reported net income of \$10.7 million, or 61 cents per share, for the fourth quarter of 2019. That compares with \$11.1 million, or 56 cents per share, for the same quarter a year earlier.

For the full year 2019, the company reported net income of \$44.3 million, or \$2.33 per share. That compares with \$40.6 million, or \$2.14 per share, for 2018.

People's Utah Bancorp is a \$2.4 billion bank holding company for Altabank, which has 26 branches from Preston, Idaho, to St. George.

"People's Utah Bancorp achieved strong financial performance in the quarter and the year ended Dec. 31, 2019," Len Williams, president and CEO, said in announcing the results. "We are pleased with the company's return on average equity of 14.1 percent for 2019, given our tangible common equity to tangible assets increased to 12.8 percent."

"Our total assets grew 10.2 percent from a year ago, primarily as a result of strong low-cost deposit growth. Total deposits grew \$179 million, or 9.6 percent year-over-year, as our retail branches

and commercial treasury management team focused on raising commercial deposits from existing commercial clients, as well as the acquisition of new client relationships. Our loan portfolio remained flat from a year ago as we have increased selectivity and managed our overall loan concentrations."

In the fourth quarter, the company announced it would change its bank's name from People's Intermountain Bank to Altabank, combining its three existing brand names — Bank of American Fork, Lewiston State Bank and People's Town & Country Bank — under a unified name.

As part of the brand transition, the company intends to change its name from People's Utah Bancorp to Altabancorp and change its Nasdaq ticker symbol to ALTA around June 30.

### Utah Medical Products

Utah Medical Products Inc., based in Midvale, reported net income of \$4.3 million, or \$1.17 per share, for the fourth quarter of 2019. That compares with \$3.4 million, or 90 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$11.8 million, up from \$9.8 million in the year-earlier quarter.

For the full year 2019, the company reported net income of \$14.7 million, or \$3.94 per share,

on net sales of \$46.9 million. That compares with \$18.6 million, or \$4.95 per share, on net sales of \$42 million in 2018.

Utah Medical Products develops, manufactures and markets disposable and reusable specialty medical devices.

### LifeVantage

LifeVantage Corp., based in Salt Lake City, reported net income of \$4.3 million, or 30 cents per share, for the second quarter ended Dec. 31. That compares with \$829,000, or 6 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter was a second-quarter company-record \$61.2 million, up from \$58.2 million in the same

quarter a year earlier.

LifeVantage is focused on identification, research, development and distribution of advanced nutraceutical dietary supplements and skin and hair care products.

"We are pleased with our strong revenue growth and profit performance during the second quarter," Darren Jensen, president and CEO, said in announcing the results. "We generated over 5 percent year-over-year revenue growth, 82 percent year-over-year growth of adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) and 138 percent adjusted EPS (earnings per share) growth over the prior-year period."

## GRANARY

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industrial buildings has attracted entrepreneurs and artists who see the area as blank canvases for eclectic and creative enterprises.

Q Factor's first project, that partially opened in January, is being built out in an old 150,000-square-foot warehouse just south of 600 South at 500 West. Dubbed "Industry SLC," the development is on the site of a 1900s foundry and is the first of several phases the Winklers envision on the 8.3-acre property they control. The couple has used the Industry name for similar projects in Colorado and Michigan.

The foundry property encompasses about 340,000 square feet where future Q Factor phases will consist of community and event space, shared amenity areas to support local businesses and residential workforce housing. Joining the Winklers in development of Industry SLC is Brandon Blaser of BCG Holdings, a Salt Lake City-based community development group.

Sorenson, well-known in Utah for his investment and philanthropic activities, said his company will invest a combined \$28 million in qualified capital into Q Factor projects. He said that over the long run, Catalyst will utilize its proprietary impact scorecard to measure and track the economic, social and environmental impact each development has on its respective community.

"We set the bar high for ourselves in order to find projects that truly meet the spirit of the Opportunity Zone program's purpose. We aim to be the model fund for this program and our work starts now with these projects," said Sorenson, managing partner of Catalyst. "These are

long-term investments aimed at spurring sustainable economic and community development. Our first investments are an example of what we plan to focus on moving forward, and we've identified a pipeline of developments across the country that we feel meet the strict qualifications we have for our Opportunity Zone investments."

Q Factor's second Granary District project, "Pickle & Hide," will involve the renovation of adjacent derelict buildings on the 700 South block of 400 West. One of the building is the former site of the Utah Pickle Co., originally built by Heber J. Grant, former president of The Church of Jesus Christ of Latter-day Saints, as a soap factory and later as a pickle and condiment factory. The second building was once a tannery — thus the "Hide" name.

The Pickle & Hide project will create an impact and innovation campus with creative office and retail space, as well as social centers featuring outdoor gardens and community event areas, Q Factor said. It will also include affordable housing units for low- to moderate-income residents.

Q Factor is working closely with the Redevelopment Agency of Salt Lake City to create synergies between their joint mission of bringing vitality to the Granary District.

"These are not one-off developments, but rather calculated investments centered around longevity and anchored by job growth, affordable office space and community needs," said Patrick McKenna, managing partner at Catalyst. "Job creation is at the core of community revitalization, and to do that we want to cultivate areas that draw in workers and businesses. This is core to our investment thesis with the Opportunity Zone program. We want to help spur this type of tangible change and target market-rate returns."

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## VENTURE FUND

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them to that next level.

"And we love doing it and we've been doing it. This just allows us to formalize that and do it a little more effectively."

Kearl said that he, James and Smith have spent lots of time with young entrepreneurs and students desperate for expertise and advice. "Not only do these younger businesses need expertise, they also need capital," he said. "So this [fund] created a vehicle where we could come together and provide both of those things to companies in Utah."

Kearl said that 85 percent of venture capital funding Utah startup companies comes from out-of-state venture firms, and equity profits from those investments ultimately leave Utah. When the Silicon Slopes Venture Fund's founders raised venture capital for their companies years ago, they went to Silicon Valley.

"When we were starting our businesses in Utah many years ago, we begged for money," he said. "It was really hard to get anybody to take a bet on us. We were young. We didn't have any experience. And it was hard."

But the three also learned how those VC funds operated and will use that experience and knowledge to guide the new Utah fund.

The new fund also is designed to benefit Silicon Slopes, a nonprofit tech organization that has the annual tech summit and other activities designed to serve and promote Utah's tech community. Most VC firms keep a percentage of the fund's total amount to cover operating expenses, but the new fund will do-

## CONVENTIONS

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million while in town.

FanX, the Salt Lake Comic Convention is returning to the Salt Palace September 10-12, with an anticipated attendance of 65,000 people.

Other groups that will meet in Salt Lake City include the Society of Interventional Radiology, the International Association of Assessing Officers, the American Farm Bureau Association, the USA Fencing Association and Young Living Essential Oils.

Nu Skin Enterprises is holding its 2021 Global Convention at the Salt Palace September. The event is expected to attract 12,600 attendees who will spend \$12.2 million while in Salt Lake City.

nate most fees to support the ongoing operation of Silicon Slopes.

Utah has more than 7,000 tech-focused companies and Kearl said the state "feels like Silicon Valley in 1996. It's an incredible economic boom." And Smith said he is "blown away" by what Silicon Slopes has become.

All three fund founders have produced gems in Utah's tech industry. James co-founded and led web analytics powerhouse Omniture, took it public in 2006, and then sold it three years later to Adobe for \$1.8 billion. Omniture was Kearl's first of many angel investments. He later co-found-

ed apparel company Stance and joined Pelion as a general partner in 2019 to focus on investing full time. Smith co-founded Qualtrics, which was sold to SAP in 2019 for \$8 billion in the largest private enterprise software acquisition in global tech history.

Smith suggested other Utah

entrepreneurs could have similar success, thanks to the new fund.

"Everything about this fund for me is 'Utah,'" he said. "If I can look back 20 years from now and say, 'Hey, wow, I helped a company be bigger than Qualtrics or bigger than Domo and had a little part in that?' Awesome."



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# Industry Briefs

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## ARTS/ENTERTAINMENT

• **Sundance Institute** has selected **Tabitha Jackson** as director of the Sundance Film Festival. Jackson has served as director of the Institute's Documentary Film Program for the past six years. Prior to joining the institute, Jackson worked in arts and entertainment for more than 25 years as an award-winning filmmaker. Prior to joining the Institute in 2013, she served as head of arts and performance at Channel 4 Television in London. Jackson succeeds **John Cooper**, who served in the role for 11 years and will assume a newly created emeritus director role. Cooper will oversee special projects, including preparations for the institute's 40th anniversary in 2021.



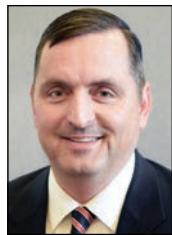
Tabitha Jackson



John Cooper

## CONSTRUCTION

• **ARW Engineers**, an Ogden-based consulting structural engineering firm, has announced several appointments. They include **Robert "Doc" Moyle** and **Justin Naser** as senior principals; **Matt McBride** and **Jeremy Achter** as principals; and **Steve Ericksen**, **McKay Parrish** and **Josh Blazzard** as associate principals. Moyle, Naser, McBride and Achter each have 20 years or more with firm. Ericksen, Parrish and



Robert Moyle



Justin Naser



Matt McBride



Jeremy Achter



Steve Ericksen



McKay Parrish



Josh Blazzard

Blazzard each have more than 15 years with the firm.

• **GSBS Architects**, Salt Lake City, has announced that **Jesse Allen** has been elected to the company's five-member board of directors and promoted **Clio Rayner** and **Eric White** to principal. Allen has been with GSBS since 2007 after receiving his Master of Architecture degree from the University of Utah. He is one of the few licensed architects in Utah who is also a licensed landscape architect. Rayner has been with the firm since 2005 and has helped guide the sustainability mission for GSBS. She is an active member of the sustainability and architectural community as a licensed architect, guest lecturer and volunteer. White, director of marketing and business development, joined GSBS after more than 25 years as an advertising agency owner, creative director, strategist and copywriter.



Jesse Allen



Clio Rayner



Eric White

## DIVIDENDS

• The board of directors of **Zions Bancorporation**, Salt Lake City, has declared a regular quarterly dividend of 34 cents per common share. The dividend is payable Feb. 20 to shareholders of record Feb. 13. The board also approved a plan to purchase up to \$75 million common shares during the 2020 first quarter. It also declared regular quarterly cash dividends on the company's various perpetual preferred shares. The dividend on series A, G, H and J shares are payable March 15 to shareholders of record March 1. The cash dividend on the Series I shares is payable June 15 to shareholders of record June 1.

## ECONOMIC INDICATORS

• **Utah** is the No. 17 best state for people planning to

retire early, according to a study by **TheSeniorList.com**, based on data from the U.S. Census Bureau, the Centers for Medicare & Medicaid Services, the Kaiser Family Foundation, and the *Journal of the American Medical Association*, among others. The study analyzed several financial, health-related and lifestyle factors. Among the findings is that Utah has the fourth-lowest average health insurance premium in the U.S., at \$81.78. The best state for retiring early is Texas. The worst is West Virginia.

• **Utah** is the No. 18-ranked state for **mental health workers**, according to **PsyDPrograms.org**. The rankings are based on data from the U.S. Bureau of Labor Statistics, the Substance Abuse and Mental Health Services Administration, Zillow and Indeed. The study compared each state to a baseline in categories like income, housing and mental health. Among Utah findings are that the state is No. 1 in the percentage of adults with mental illness, 25.3 percent; No. 25 in annual housing costs, \$15,000; and No. 31 in income taken by housing, 23.8 percent. The top-ranked state is West Virginia. The lowest-ranked state is California.

## EDUCATION/TRAINING

• **Chef Bryan Woolley** is joining the culinary faculty at **Park City Culinary Institute** as recreational class director at its Salt Lake City campus. Woolley appears on a daily cooking segment on the Salt Lake City CBS affiliate KUTV Channel 2 and hosts a weekly 30-minute cooking show, "Cooking with Chef Bryan," also on KUTV Channel 2 and KMYU. He also is the national spokesperson for Green Giant International's potato and onion division, Potandon Produce; offers culinary tours in destina-



Bryan Woolley

tions around the world; and teaches a culinary chemistry course at the University of Utah.

## EXPANSIONS

• **Larry H. Miller Dealerships** has acquired **Mark's Casa Chevrolet** and **Mark's Case Chrysler Jeep** in Albuquerque, New Mexico. It expands the dealership group's footprint in Albuquerque to seven locations. Financial terms were not disclosed. Mark's Casa Chevrolet will be renamed Larry H. Miller Casa Chevrolet and Mark's Casa Chrysler Jeep will be renamed Larry H. Miller Casa Chrysler Jeep. This acquisition also includes two collision centers, which will be named Larry H. Miller Collision East and Larry H. Miller Collision West. The stores were purchased from **Mark Wiggins** and partners. Larry H. Miller Dealerships will retain the existing employees at the store, bringing the total number of New Mexico-based personnel to more than 700 employees at seven dealership locations. The group has operated in Albuquerque since 1988. Larry H. Miller Dealerships now operates 65 locations under 20 different automotive brands in seven western states.

## FINANCE

• The Salt Lake City office of **NorthMarq** has announced the promotion of **Nate Barnson** to

managing director. He will co-manage the daily operations of the Salt Lake City office with managing director John Bradshaw. Barnson will continue to work with diverse capital sources to originate, underwrite and close construction, permanent and bridge financing. Barnson has nearly 20 years of commercial real estate experience. He spent two years working for a private developer remediating and developing brownfield real estate, and one year as a co-founder of The Utah East Africa Foundation, a non-profit organization that built an AIDS relief clinic in Uganda, Africa. He joined Western Capital Realty Advisors in 2005. It was acquired by NorthMarq in 2017. Barnson earned dual bachelor's degrees from the University of Utah in economics and Spanish, and has an MBA from Westminster College.

## INVESTMENTS

• **Lendio**, a Lehi-based marketplace for small-business loans, has secured \$55 million in capital, including \$31 million in equity led by **Mercato Partners** and a \$24 million debt facility from **Signature Bank**. The equity round was oversubscribed by existing investors, including **Napier Park Financial Partners**, **Comcast Ventures**, **Blumberg Capital**, **Stereo Capital** and **Runa Capital**. The funding will fuel the expansion of Lendio's Utah-based workforce by 200 percent over the next three years. Lendio recently doubled its workforce, hiring more than 160 employees in the past 12 months. The company intends to hire another 200 team members in 2020.

• **Aumni Inc.**, a Salt Lake City-based company developing a robotic process automation and data analytics platform for private capital investors, has raised \$10 million in a Series A funding round led by **SVB Financial Group**, the parent company of Silicon Valley Bank. The round also included participation from existing investors **Moneta Ventures**, **Next Frontier Capital** and **Quiet Ventures**, who together previously led Aumni's \$3.7 million Series Seed round. New investors also include **Kickstart Seed Fund**, **Blackhorn Ventures**, **Prelude** and **Service Provider Capital**.

• **Neighbor.com**, a Lehi-

see BRIEFS next page

# Industry Briefs

from previous page

based peer-to-peer self-storage company, has closed a \$10 million Series A funding round led by Silicon Valley venture capital firm **Andreessen Horowitz**. Other investors in this round include **Nate Bosshard**, former partner at Khosla Ventures and co-founder of Tonal, as well as **Ryan Graves**, Uber's first CEO. **Jeff Jordan**, managing partner at Andreessen Horowitz and a former eBay, PayPal and OpenTable executive, will join



Jeff Jordan

the Neighbor board of directors. Jordan currently sits on the boards of Airbnb, Instacart, Lime and Pinterest. Neighbor.com connects "renters" in need of storage space with "hosts" in their neighborhood who are willing to lease extra storage space in their homes or garages.

## MILESTONES

- **Airbnb**, a community-driven hospitality company, has announced that its Utah host community earned a combined \$23.6 million in supplemental income while welcoming approximately 113,800 million guest arrivals during the five biggest guest arrival weekends in 2019. Total host earnings were led by Dec. 27-29, when 26,600 guests led to host earnings of \$9.1 million. For all of 2019, **Salt Lake County** led with 29,000 guest arrivals, while **Summit County** led with total host income of \$16.1 million.

## NONPROFITS

- **YWCA Utah's** board of directors has selected **Liz Owens** as the organization's CEO. Owens will assume the role April 6, succeeding long-time CEO **Anne Burkholder**. Owens is a longtime social justice advocate and currently executive director of Utah Coalition Against Sexual Assault. Owens' education includes a bachelor of science degree from Utah Valley University.



Liz Owens

## RECOGNITIONS

- **Axon Optics**, Bountiful, was named the winner of the **Startup World Cup Utah Regional Competition** at the Silicon Slopes Tech Summit

2020. The award was presented by **Silicon Slopes**, in partnership with **Silicon Vikings**, **Startup World Cup** and **Kickstart Seed Fund**. Axon Optics won \$250,000 from Kickstart and advanced to compete against more than 50 other finalists for the \$1 million investment prize at the Global Grand Finale in San Francisco in May. Founded in 2012 by Ben Rollins and Steve Blair, Axon Optics creates smart glasses that help combat migraines and light sensitivity. The competition gave 10 Utah startups the opportunity to pitch their ideas to a panel of judges with the chance to compete for investment funding. Other participating startups included **1LAW Legal Technologies LLC**, **XO-Nano**, **Blerp**, **eDraw**, **Hallo**, **Layla Technology**, **Seek XR**, **Savology** and **SignGlasses**.

- The **United States Tennis Association** has awarded **Red Ledges**, Heber City, as the **2019 Organization of the Year** for its efforts in growing tennis at all levels in a previously underserved area. The award is presented annually in recognition of the services rendered by a USTA organization member in Utah for its support to the Utah Tennis Association in helping grow tennis participation in all levels. Red Ledges has introduced new programs for adults and juniors and fielded many new USTA League teams over the last 12 months.



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## RESTAURANTS

- **Ascend Hospitality Group** has announced the grand opening of **Real Famous BBQ**, a fast-casual prototype and brand evolution of Famous Dave's Bar-B-Que, part of the **BBQ Holdings** family, at 1280 N. University Ave., Provo. Ascend has restaurants throughout Washington, Oregon and Utah.

## SOCIAL

- The **Alta Club**, a Salt Lake City private club, has elected **Denise A. Dragoo** as president. The Alta Club was founded in 1883; serves as a forum of business development and social interaction; and offers facilities for dining, social events and business meetings. Dragoo has been an influential member of the club



Denise Dragoo

for 23 years and previously served as vice president to its outgoing president, **Jeff Scott**. She will serve as the third female president since the club's founding. Dragoo is a partner at law firm **Snell & Wilmer**, where her practice focuses on natural resources and environmental law. Prior to **Snell & Wilmer**, Dragoo served as special assistant Utah attorney general to the Utah Board and Division of Oil, Gas & Mining. Her education includes her J.D. from the University of Utah S.J. Quinney College of Law.

## SERVICES

- **Cicero Group**, a Salt Lake City-based management consulting firm, has advanced **Aaron Andersen** as senior partner. Andersen oversees partnerships with clients spanning a range of sectors, in addition to his work leading Cicero's higher education



Aaron Andersen

practice. Prior to working at Cicero, he was a principal organizational consultant at the University of California, Berkeley, and also was a senior policy analyst where he led policy and process standardization work across the institution and in conjunction with the University of California Office of the President. Earlier in his career, he was an associate director and program administrator at Utah State University. His education includes a bachelor's degree in history from Utah State University.

## TECHNOLOGY/LIFE SCIENCES

- **AccessData**, an Orem-based integrated digital forensics and e-discovery software company, has appointed **Tammy Doss** as vice president of sales, legal and service providers for its North American Markets division, and hired **Lana Pellegrino** as a strategic account executive.



Tammy Doss

Doss has held several executive positions in sales, marketing and operations for leading U.S. legal software and services providers over the past two

decades. She most recently was vice president of sales and marketing at **Intellective**. Previously, she held executive leadership positions at companies including **Ipro Tech**, **inData Corp.**, **Epiq Systems** and **Encore Discovery Solutions**. Pellegrino will be responsible for supporting and selling **AccessData** products to the top service providers in North America, including legal service providers and digital forensics service providers. She previously was at **Casepoint**, where she was a director responsible for providing e-discovery software solutions to both corporate and law firm clients. Since 2003, she has held a number of key positions at legal technology companies, including **Relativity**,

**Merrill Corp.** and **Clearwell**, as well as working as a litigation support professional for Am Law 100 law firms. Pellegrino is one of the original founders of **Women in eDiscovery**, a nonprofit organization focused on providing women with legal technology education, networking and leadership opportunities.

- **Avii**, a Lehi-based provider of a technology platform for tax, audit, advisory, compliance and management consulting firms, has appointed **Stuart Dean** as vice president of sales. Dean has more than 20 years of sales and business development experience, including serving as vice president for an international business news service and executive vice president for a social media analytics company. He holds a bachelor of arts degree in communications from 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](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

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

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

## **Feb. 11, 7:15-9 a.m.**

**Breakfast Meeting**, an ACG (Association for Corporate Growth) Utah event. Speaker is Kurt Krieg, senior vice president of development at Extell Development. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at <http://www.acg.org/utah/events/>.

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

**"Managing Conflict,"** part of the Salt Lake Community College Frontline Leader Workshop Series and designed to cultivate skills to increase proactive communication and decrease the presence of conflict in the workplace. Location is SLCC's Miller Campus, 9750 S. 300 W., Sandy. Cost is \$250. Details are at <https://www.slcc.edu/workforce/courses/frontline-leader.aspx>.

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

**"Coaching Employees: A Step-By-Step Process,"** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

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

**Lunch Event**, a Holladay Chamber of Commerce event. Location is Tandoor Holladay, 4828 S. Highland Drive, Holladay. Cost is \$10.95. Details are at [holladaychamber.com](http://holladaychamber.com).

## **Feb. 11, 6-8 p.m.**

**"Get More Leads and Sales By Taking Control of Your Online Reputation,"** a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**"Lean Six Sigma: Green Belt,"** a Salt Lake Community

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

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

**"Meet the Money: Funding Options for Utah Small Business,"** a Small Business Development Center (SBDC) event. Panelists are Bryce Hansen of the Salt Lake SBDC (moderator), Neely Evanoff of Kiva SLC/Women's Business Center, Brandon Orr of Utah Microloan Fund, and David Soper or Rob Leonard of Hillcrest Bank. Location is Kiln Salt Lake, 26 S. Rio Grande St., Suite 2072, Salt Lake City. Cost is \$5. Details are at <https://clients.utahsbdc.org/events.aspx>.

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

**"Let's Do Lunch,"** a South Valley Chamber event. Location is Spitz, 62 E. 12300 S., Draper. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

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

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

## **Feb. 12, 6-8 p.m.**

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

## **Feb. 12, 6:30-8 p.m.**

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

## **Feb. 13, 11:30 a.m.-1 p.m.**

**"Lunch & Learn,"** a Murray Area Chamber of Commerce event. Speaker is Mark Thorsen, general manager of Fashion Place Mall. Location is Twigs Bistro & Martini Bar, 6223 S. State St., Murray. Cost is \$20 for members, \$25 for guests. Details are at [murraychamber.org](http://murraychamber.org).

## **Feb. 13, noon**

**"From \$0-\$5 Million in Consumer Products: How I Built This,"** a Silicon Slopes event featuring Ali Hynek of Nena & Co., Betsy Mikesell of Beddy's, and Kory Stevens of Taft. Location in Lehi to be determined. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

## **Feb. 13, noon-2 p.m.**

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

## **Feb. 13, 1-3 p.m.**

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

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

**"I'm Just Not That Into New: Adaptive Reuse and the Direction of Downtown,"** a ULI (Urban Land Institute) Utah event. Panelists are Teri Klug, ULI Utah WLI chair and director of outreach, Visit Salt Lake (moderator); Salt Lake City Mayor Erin Mendenhall; Ellen Winkler, co-founder and partner, Industry; Jessica Norie, president, Artspace; Joanna Smith, CEO, The Wave; and Missy Greis, owner, Publik Concepts. Location is The Wave, 32 E. Exchange Place, Salt Lake City. Cost is \$35 for members, \$60 for nonmembers. Details are at <https://utah.uli.org/events>.

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

**2020 Annual Gala & After Party**, an Ogden-Weber Chamber of Commerce event. Location is Peery's Egyptian Theater and Ogden Eccles Conference Center,

2415 Washington Blvd., Ogden. Cost is \$100. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **Feb. 13, 6-8 p.m.**

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

## **Feb. 13, 7-8 p.m.**

**Riverton City Peak Awards**, a partner event between the South Valley Chamber and Riverton City and featuring a Riverton State of the City address by Mayor Trent Staggs and presentation of the Peak Awards. Location is Old Dome Meeting Hall, 1452 W. 12600 S., Riverton. Free. Details are at [southvalleychamber.com](http://southvalleychamber.com).

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

**"Eggs & Issues,"** a Murray Area Chamber of Commerce event. Speaker is Curtis Swenson, "The Thought Coach." Location is Mimi's Café, 5300 S. State St., Murray. Free unless ordering breakfast. Open to everyone (chamber membership not required). Details are at [murraychamber.org](http://murraychamber.org).

## **Feb. 14, 7:45-9 a.m.**

**Women in Business Networking**, an Ogden-Weber Chamber of Commerce event. Location is Weber Center, 2380 Washington Blvd., Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

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

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

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

## **Feb. 15, 8-9:30 a.m.**

**Legislative Round-Up**, a South Jordan Chamber of Commerce event. Location is Jordan Valley Medical Center, West Valley Campus, Administration Conference Room, 3460 Pioneer Parkway, West Valley City. Details are at [southjordanchamber.org](http://southjordanchamber.org).

## **Feb. 15, 11:30 a.m.-1 p.m.** Second Friday Casual

**Lunch**, a ChamberWest event. Location is Applebee's, 3736 W. 7800 S., West Jordan. Cost is the purchase of lunch. Details are at [chamberwest.com](http://chamberwest.com).

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

**"Managing Conflict,"** part of the Salt Lake Community College Frontline Leader Workshop Series and designed to cultivate skills to increase proactive communication and decrease the presence of conflict in the workplace. Location is SLCC's Westpointe Campus, 1060 N. Flyer Way, Salt Lake City. Cost is \$250. Details are at <https://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

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

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

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

**Southwest Valley Women in Business**. Location is Towers II Building, 10421 S. Jordan Gateway, fourth floor training room, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

## **Feb. 18, noon-1 p.m.**

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

## **Feb. 19, 8-10 a.m.**

**M.A.C.H. Speed Networking**, a Murray Area Chamber of Commerce event. Location is Residence Inn by Marriott, 171 E. 5300 S., Murray. Free with pre-registration (required). Details are at [murraychamber.org](http://murraychamber.org).

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

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

## **Feb. 19, 11 a.m.-1:30 p.m.** 2020 Nubiz Economic

see CALENDAR page 22

Succeeding in Your Business

Nope, there's no 'right to be forgotten' in the United States

“I am a 40-something professional with a somewhat unusual legal problem.

“While I am well-established in my profession, I moonlight as a semi-professional musician in my area, performing at local bars, clubs and restaurants. I released a CD of my music last year, which has been very well-received, and I’m starting to build a real following on YouTube and other social media sites.

“While I’m happy about this, I can’t help but feel that my age is posing a barrier to my future success as a musician. People tell me that I look much younger than 40-something, but my music is a blend of hip-hop and folk that seems to appeal much more to a younger millennial/Gen Z crowd than my contemporaries. My fear is that if these people know my true age, they will view my music as ‘Dad music’ and not take me seriously as an artist.



CLIFF ENNICO

“Please be assured I am NOT lying about my age anywhere online — I just keep silent about my age when promoting my music. But I’m concerned that listeners can find out about it indirectly through other websites. For example, they could go to my college’s website and see that I graduated over 20 years ago.

“I have written some of these sites and asked them to take down information that would reveal my age, but all of them have rejected my request. Is there any law that could help me get information removed from these sites that would reveal my age or any other sensitive information?”

The short answer is there is, but it applies only in Europe.

In May 2018, the European Union adopted a comprehensive set of privacy rules known as the General Data Protection Regulation (GDPR for short). One of the more controversial

provisions in the GDPR is Article 17, which gives individuals residing within one of the EU countries (called “data subjects”) the right to compel websites to remove negative private information published about them. Under Article 17, personal data must be erased immediately if the data is no longer needed for its original processing purpose, the data subject has withdrawn her or his consent and there is no other legal ground for processing, the data subject has objected and there are no overriding legitimate grounds for the processing or erasure is required to fulfill a statutory obligation under the law of any European country. It is not clear exactly when a website has an overriding legitimate ground to keep information posted if a data subject demands it be taken down. Individual privacy is considered a fundamental right in Europe and a website owner would have to prove a compelling case to justify continued publication of content in the face of a GDPR takedown request.

Article 17 was primarily meant to target data published online that is false, misleading or obsolete — for example, a 20-year-old photo of you taken during a drunken fraternity party

or so-called revenge porn from a jilted lover. Because the penalties for failing to comply with GDPR are extremely steep, however, many website owners simply cave in to GDPR takedown requests in order to avoid costly and time-consuming litigation.

The problem here is that, sadly, you are not a European, and as of the date of this column, neither the federal government nor any state government in the United States has adopted a similar right to be forgotten. Publishers in the United States enjoy broad immunity from prosecution under both the First Amendment and Section 230 of the Communications Decency Act of 1996 (see the act’s Wikipedia page for more details), with only one (highly controversial) exception requiring takedowns of information that promotes sex trafficking.

The type of information whose removal you are seeking — information that might (accurately) reveal your age — doesn’t fall within an exception to the immunity provided by Section 230. In fact, colleges and universities in most states are required by law to maintain accurate and up-to-date databases regarding their alumni — a requirement that could be easily defeated if

they were to give in to takedown requests. I would think that an extreme case — a college publishing the current address of an alumnus who is in the federal Witness Protection Program, for example — might lead a sympathetic judge to enforce a takedown request in the interest of protecting the subject’s life. Your motivation, while sincere, does not rise to that level.

I wouldn’t worry too much about people finding out how old you are. In my experience, if your music is truly good, nobody cares anymore how old you are. If they did, no one would spend thousands of dollars on Rolling Stones concert tickets. Don’t give in to the temptation to lie about your age or Photoshop your videos and photos so as to appear younger than you are. That will get you doxxed (outed) on social media sooner or later and then nobody will take you seriously.

Let your music speak for itself, and be proud if a younger generation accepts you as one of its own.

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

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## Opinion

# Trump's new derivative tariffs double down on a faulty narrative

The Tariff Man has done it again. Pres. Donald Trump recently announced that he will expand import taxes on American consumers of auto parts, nails and other goods made in the United States with steel and aluminum. Apparently, untaxed imports of these metals put our national security at risk.

Under the latest proclamation, some imports of products made with aluminum will be subject to an additional 10 percent tax, while some steel products will be hit with a 25 percent one. The decision comes two years after the first round of steel and aluminum tariffs, a little over a month following the United States-Mexico-Canada Agreement's approval by the U.S. Congress, two weeks after Trump signed a Phase 1 trade deal with China and while the U.S. government is in the middle of some trade negotiations with the Europeans.

Thanks to the new trade agreement, Canada and Mexico are exempt from these new levies. Argentina and Australia are exempt from the added aluminum tariffs, while Brazil and South Korea are

exempt from the additional steel tariffs. This complexity could make a Phase 2 agreement with China difficult, and it likely won't help with the Europeans.

Interestingly, the president does seem to understand that his original tariffs on steel and aluminum have had a negative impact, as predicted by many economists.

The recent proclamation acknowledges that the metal levies have reduced imports of foreign metals and that, as a result, U.S. imports of some products made with those metals "have significantly increased since the imposition of the tariffs and quotas." The net effect, the proclamation continues, "has been to erode the customer base for U.S. producers of aluminum and steel." Exactly!

This outcome is a well-documented impact of tariffs on intermediate goods such as steel and aluminum. First, these tariffs raise the cost of the imported metals, and as a result, that raises the production costs for American manufacturers that use these inputs. Unsurprisingly, this means higher prices for American-made products and an

increase in imports of goods made with those metals.

For instance, over a year ago, I wrote in this column that an increase in the cost of steel was raising the cost of producing garbage disposals in the United States. Having to cover the tariff expense by charging higher prices, these American producers saw some of their customers switch to foreign-made garbage disposals. The same thing happened with sugar. As domestic sugar producers were protected from foreign competition with sugar tariffs, the importation of candy bars increased significantly.

Even if we ignore the additional cost of the retaliatory tariffs imposed by our very annoyed trade partners, Trump's tariffs have had many other documented negative effects on American consumers of steel and aluminum. These effects are revealed by the thousands of requests by American manufacturers for exemptions from the import tax. These manufacturers, some of them steel manufacturers themselves, are finding that the higher prices they must now pay for some inputs are making them less competitive.

A recent study published by economists Aaron Flaaen and Justin Pierce at the Federal Reserve Board researched whether the recent wave of tariffs has delivered on the president's promise to help U.S. manufacturing. After taking into consideration the retaliatory tariffs, the answer is pretty clear: "no." The American Enterprise Institute's Michael Strain summarizes the findings in detail for *Bloomberg* magazine. "Beyond reducing manufacturing employment," he notes, "the study concluded that producer prices increased, but that manufacturing output did not. So, the tariffs didn't just hurt the economy as a whole, but damaged the manufacturing sector specifically."

Most people, when faced with this evidence, would back away from using tariffs — but not the Tariff Man. Mr. Trump has brazenly decided that he will now double down with new tariffs on derivative products. Unfortunately, these same policies will yield the same sour results.

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

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VERONIQUE  
de RUGY

# There's finally an American president defending human life

History was made on Capitol Hill recently. No, I'm not talking about the presidential impeachment trial; that's been done before. I'm talking about Pres. Trump's decision to become the first U.S. president to speak in person at the March for Life.

It's hard to overstate how important this development was. No president had ever previously attended the March for Life — not Ronald Reagan, not George H.W. Bush, not my old boss, George W. Bush. They all addressed the marchers remotely, via telephone or satellite link. The arrangement always seemed absurd. The marchers were on the Mall, literally in sight of the White House. Why not go out and join them? But despite the best of efforts of many inside previous administrations, none did.

The message to pro-life conservatives was clear: They were the black sheep of the Republican coalition. Their presence was tolerated because their votes were needed. But while Republican presidential candidates couldn't win the nomination without declaring themselves pro-life, the GOP establishment not-so-secretly loathed pro-lifers. The prevailing attitude was: There they go again, making people uncomfortable by talking about abortion.

Pro-lifers took the scraps they were thrown from the GOP table because they had nowhere else to go. In today's Democratic Party, abortion is no longer treated as a necessary evil but as something to be embraced and even celebrated. In 2018, for example, New York's Democratic governor, Andrew Cuomo,

lit up One World Trade Center — the Freedom Tower — to celebrate the passage of a new law that removes most restrictions on abortion, even in the third trimester.

Pro-life Democrats have all but disappeared on Capitol Hill, and the Democratic orthodoxy today is taxpayer-funded abortion-on-demand up to the moment of birth. Dissent from that orthodoxy is not tolerated. For more than 40 years, former vice president Joe Biden supported the Hyde Amendment, which bars federal funding for abortions. He said that as a Catholic, he was personally pro-life and that "those of us who are

opposed to abortion should not be compelled to pay for them." But in 2020, that isn't good enough. Biden, campaigning for the Democratic presidential nomination, caved in to the pro-abortion radicals last June, abandoned his principles and embraced taxpayer funding.

Given their lack of other options, pro-lifers accepted their second-class-citizen status in the GOP. Then along came Trump, a man who doesn't care what the Republican establishment thinks. He has embraced the pro-life movement in a way no other president has. In 2018, he became the first sitting president to address the annual Campaign for Life gala of the pro-life Susan B. Anthony List, founded in 1992. And then he made history again at the March for Life.

Trump was greeted as a pro-life hero, because he is one. He put two outstanding conservative justices on the Supreme Court and has appointed a record num-

ber of federal appeals court judges. He has allowed states to defund Planned Parenthood; defunded the pro-abortion U.N. Population Fund; and restored and expanded a ban, known as the Mexico City policy, on taxpayer funds for groups that perform abortions overseas. He has exempted organizations, such as the Little Sisters of the Poor, that have moral objections to providing abortifacient drugs, from the Obamacare Health and Human Services mandate, and he has stood by the nuns as they fight to protect their religious liberty in the Supreme Court.

The president recently delivered the biggest blow to Planned Parenthood in three decades when he implemented the

Protect Life Rule, which prohibits Title X family-planning funds from going to any clinic that performs on-site abortions. Planned Parenthood announced last year that it would leave the Title X program, barring a court victory.

No other president has amassed such a record of pro-life victories. But Trump has done more than simply govern as a pro-life conservative; he has embraced pro-life conservatives without shame or hesitation.

Want to know why so many Republicans don't care about Trump's



MARC  
THIESSEN

see THIESSEN page 23



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## INSIDE



### Getting up and down

Do you struggle around the green? Stonebridge pro Paul Phillips gives some pointers to improve your short game and eliminate those frustrating bad pitches and chips.

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### Golf Lists

Northern Utah Golf Courses

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Southern Utah Area  
Golf Courses

**page 20**

### Issue Sponsor:



# Focus

## GOLF

## EVOLUTION



*Those in charge are trying to transform the game of golf to appeal to all sectors of society*

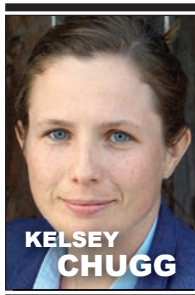
According to the National Golf Foundation's 2019 "Golf Industry Report," more than one-third of Americans over the age of 5 played, watched or read about golf last year.

Golf is no longer a game only for the elite and privileged. New programs, policies, technology and ways to play have piqued interest among women, children and minority groups.

The game of golf is evolving faster than ever.

Leading organizations are quickly responding to the new generations of

golfers who demand alternatives to the game that carries a reputation for being slow.



**KELSEY  
CHUGG**

The game is profiting from off-course activities such as Topgolf, a lounge-sited game where micro-chipped golf balls are hit at targets in an outfield, and other simulator golf venues. These options are appealing to those who want a relaxed social experience or to those who just want to get a few swings in after work.

### Time is Money

Benjamin Franklin coined the term "time is money." In the demanding and

hectic world today, our time is more valuable than ever. Golf has been at a disadvantage because of the time it takes to play, so golf courses and innovators have had to rethink the game and how people access it.

The biggest industry changers over the past five years have been the multi-level, state-of-the-art driving ranges like Topgolf or Drive Shack. These multi-million-dollar facilities offer amazing golf and social experiences in short time periods.

Though many golf courses may not

**see EVOLUTION page 18**

# GOLF COURSES—NORTHERN UTAH

Ranked by Slope



	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2019	Green Fee per 18 Holes	Private or Public	Total Yardage from Tips	Total Yardage Whites	Dress Code?	Course Record	Amenities	Head Pro
1	<b>Red Ledges Golf Course</b> 205 Red Ledges Blvd. Heber City, UT 84032	435-657-4054 redledges.com	151	76.5	72	8	\$90 WM	Private	7,569	6,698	Y	65	Full dining, driving range, putting green, chipping green, two swimming pools, tennis courts	Jon Paupore
2	<b>Thanksgiving Point Golf Club</b> 3300 W. Clubhouse Drive Lehi, UT 84043	801-768-7401 vanguardgolf.com	145	77.6	72	136	\$89	Public	7,716	6,344	Y	62	Bistro Grill, meeting space	Mark Whetzel
3	<b>Soldier Hollow Golf Course Silver</b> 1370 W. Soldier Hollow Lane Midway UT, 84049	435-654-7442 soldierhollowgolf.com	142	74.2	72	87	\$14-\$36	Public	7,355	5,994	N	62	Large practice area, full-service restaurant	Chris Newson
4	<b>Canyons Golf</b> 4000 Canyons Resort Drive Park City, UT 84098	435-615-4728 parkcitymountain.com/golf	141	69.0	70	50	\$95	Public	6,035	5,522	Y	65	Restaurants, spa, lodging	Justin Johnson
5	<b>Stonebridge Golf Club</b> 4415 Links Drive West Valley City, UT 84120	801-957-9000 golfstonebridgeutah.com	139	74.2	72	94	\$32	Public	7,134	6,009	Y	64	Driving range, banquet room	Clark Garso
6	<b>Park Meadows Country Club</b> 2000 Meadows Drive Park City, UT 84060	435-649-2460 parkmeadowsc.com	138	74.8	72	*	*	Private	7,422	6,388	Y	62	Clubhouse, restaurant, locker room, pool, fitness, pickleball	Eric Johnson
7	<b>Homestead Resort &amp; Golf Club</b> 700 N. Homestead Drive Midway, UT 84049	435-654-5588 craterspringsgolf.com	137	73.5	72	100	\$49	Public	7,095	6,085	N	62	Practice facility, restaurants, lodging rooms, meeting space	Mike Jurca
7	<b>Willow Creek Country Club</b> 8505 S. Willow Creek Drive Sandy, UT 84093	801-942-1954 willowcreekcc.com	137	73.3	72	35	\$105 WM	Private	7,110	6,037	Y	63	Banquets, swimming pool complex, driving range, three practice greens and short-range game	Eric Nielsen
9	<b>Riverside Country Club</b> 2701 N. University Ave. Provo, UT 84604	801-373-8262 riversidecountryclub.org	136	73.1	72	20	\$85 WM	Private	7,142	6,380	Y	62	Tennis, pool, athletic club, dining, golf	Robert McArthur
9	<b>Soldier Hollow Golf Course Gold</b> 1370 W. Soldier Hollow Lane Midway UT, 84049	435-654-7442 soldierhollowgolf.com	136	75.0	72	87	\$14-\$36	Public	7,719	6,131	N	62	Large practice area, full-service restaurant	Chris Newson
11	<b>Jeremy Ranch</b> 8770 N. Jeremy Road Park City, UT 84098	435-649-2700 thejeremy.com	134	73.7	72	22	\$82	Private	7,129	6,494	Y	62	Full-service clubhouse, fitness facility, locker rooms, dining facilities, NordicTrack	Jake Hanley
12	<b>South Mountain Golf Course</b> 1247 E. Mike Weir Drive Draper, UT 84020	385-468-1480 slco.org/golf/southmountain	133	73.8	72	20	\$50-\$53	Public	6,645	5,730	N	65	Restaurant, putting greens, practice facility, range	Dean Wilson
12	<b>The Ranches Golf Club</b> 4128 E. Clubhouse Lane Eagle Mountain, UT 84005	801-789-8100 theranchesgolfclub.com	133	73.1	72	24	\$46	Public	7,035	5,998	N	62	Full-service grill & beverage cart	N/A
12	<b>Victory Ranch Golf Course</b> 7865 Victory Ranch Road Kamas, UT 84036	435-785-5030 victoryranchutah.com	133	74.9	72	*	*	Semi-Private	7,599	6,276	*	*	Restaurant, double-sided driving range, short game area, putting green	*
15	<b>River Oaks Golf Course</b> 9300 S. Riverside Drive Sandy, UT 84070	801-568-4653 sandy.utah.gov/golf	132	70.4	70	70	\$25-\$48	Public	6,287	5,130	N	60	Restaurant, driving range	Matt High
16	<b>Eagle Mountain Golf Course</b> 960 E. 700 S. Brigham City, UT 84302	435-723-3212 eaglemountaingc.com	131	71.7	71	15	\$30	Public	6,770	5,575	Y	62	Full driving range & two pactice greens	Chris Marx
17	<b>Riverbend Golf Course</b> 12800 S. 1040 W. Riverton, UT 84065	385-468-1460 slco.org/golf/riverbend	130	71.7	71	35	\$20-\$34	Public	6,876	5,849	N	64	Restaurant, driving range, pro shop	Tim Fernau
18	<b>Bountiful Ridge Golf Club</b> 2430 S. Bountiful Blvd. Bountiful, UT 84010	801-298-6040 bountifulridgegolf.com	129	70.6	71	45	\$32	Public	6,595	6,020	Y	59	Pro shop, practice facilities, restaurant, lessons available	Kent J. McComb
18	<b>Mt. Ogden Golf Course</b> 1787 Constitution Way Ogden, UT 84403	801-629-0699 ogdencity.com	129	70.4	71	*	\$30-\$32	Public	6,432	*	N	*	Putting Green, pitching/chipping area, driving range	*

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# GOLF COURSES—NORTHERN UTAH (CONTINUED)



Ranked by Slope

	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2019	Green Fee Per 18 Holes	Private or Public	Total Yardage from Tips	Total Yardage Whites	Dress Code?	Course Record	Amenities	Head Pro
20	<b>Eaglewood Golf Course</b> 1110 E. Eaglewood Drive North Salt Lake, UT 84054	801-299-0088 eaglewoodgolf.com	128	70.1	71	68	\$44	Public	6,830	6,100	Y	63	New carts, range, café, rentals, instruction, leagues	Brent Moyes
20	<b>Wasatch Golf Course Lake</b> 975 Golf Course Drive Midway, UT 84049	435-654-0532 wasatchgolfcourse.com	128	72.0	72	115	\$14-\$36	Public	6,942	6,322	N	62	Large practice area, full-service restaurant	Chris Stover
22	<b>Oakridge Country Club</b> 1492 W. Shepard Lane Farmington, UT 84025	801-451-2281 oakridgecc.com	127	72.5	72	15	\$85 WM	Private	7,053	6,608	Y	61	Practice area, bar/restaurant locker room, pool	Rick Mears
22	<b>Talons Cove Golf Club</b> 2220 S. TalonsCove Drive Saratoga Springs, UT 84045	801-407-3030 talonscove.com	127	69	72	2	\$22-\$49	Public	7,096	5,128	Y	*	Full practice facility, pro shop, wedding and reception center	Milo Lines
22	<b>The Ridge Golf Course</b> 5055 S. Westridge Blvd. West Valley City, UT 84118	801-966-4653 golftheridgegc.com	127	71.3	72	40	\$16-\$49	Public	6,753	5,575	Y	64	Restaurant, banquet room, putting greens, pitching & chipping green, driving range	Bryant Boshard
25	<b>Mountain Dell Golf Course</b> I-80 Exit 134 SLC, UT 84109	801-582-3812 mountaindellgc.com	126	71.3	72	*	\$30-\$38	Public	6,787	*	N	61	Café, practice greens, chipping area, driving range	Jeremy Green
26	<b>Wasatch Golf Course Mountain</b> 975 Golf Course Drive Midway, UT 84049	435-654-0532 wasatchgolfcourse.com	125	70.4	71	115	\$14-\$36	Public	6,459	5,787	N	62	Large practice area, full-service restaurant	Chris Stover
26	<b>Bonneville Golf Course</b> 954 S. Connor St. SLC, UT 84108	801-583-9513 slc-golf.com	125	*	72	*	\$14-\$36	Public	6,459	5,787	N	62	Café, practice greens, chipping area, driving range	Lynn Landgren
28	<b>Meadow Brook</b> 4197 S. 1300 W. Taylorsville, UT 84123	385-468-1500 slcountygolf.com	124	70.7	72	25	\$14-\$30	Public	6,710	5,805	N	61	Practice green	Troy Watkins
29	<b>Hobble Creek Golf Club</b> 94 Hobble Creek Canyon Road Springville, UT 84663	801-489-6297 springville.org/golf	123	69.5	71	50	\$46	Public	6,406	5,820	Y	61	Snack bar, driving range, putting greens	Craig Norman
29	<b>Sleepy Ridge Golf Course</b> 730 S. Sleepy Ridge Drive Orem, UT 84058	801-434-4653 sleepyridgegolf.com	123	71.17	72	*	\$18-\$44	Public	7,047	6,047	*	*	18-hole links-style course, café, wedding venue	Steve Marett
31	<b>Sun Hills Golf Course</b> 3185 N. Hills Drive Layton, UT 84041	801-771-4814 sunhillsgolf.com	122	69.9	71	40	\$42	Public	6,508	6,065	Y	61	Café, full driving range, putting & chipping greens	Mike Bicker
32	<b>Crane Field Golf Course</b> 3648 W. Cranefield Road Clinton, UT 84015	801-779-3800 cranefieldgolf.com	121	67	72	10	\$26	Public	6,300	5,139	N	61	18 holes with carts, practice range	Zachary Aland
32	<b>Davis Park Golf Course</b> 1074 Nichols Road Fruit Heights, UT 84037	801-544-0401 davisparkutah.com	121	69.5	71	12	\$32-\$48	Public	6,671	5,875	N	61	Café, putting greens, pitching, chipping, driving range	Brad Stone
34	<b>Murray Parkway</b> 6345 S. Murray Parkway Ave. Murray, UT 84127	801-262-4653 parkwaygolf.org	120	71.3	72	*	\$15-\$44	Public	6,900	*	N		Pro shop, practice facility	John Pearson
35	<b>Glendale Golf Course</b> 1630 W. 2100 S. SLC, UT 84119	801-974-2403 slc-golf.com	117	70.9	72	10	\$30-\$38	Public	6,908	*	N	61	Café, practice greens, chipping area, driving range	Dave Carter
36	<b>Schneider's Riverside Golf Course</b> 5460 S. Weber Drive Ogden, UT 84405	801-399-4636 schneidersgolf.com	116	66.9	71	32	\$30-\$44	Public	6,119	5,714	N	59	Café, putting greens, pitching, chipping, driving range	Ernie Schneider
37	<b>Schneider's Bluff Golf Course</b> 300 N. 3500 W. Clearfield, UT 84015	801-773-0731 schneidersgolf.com	115	70.2	72	32	\$30-\$44	Public	6,900	6,200	N	61	Café, putting greens, pitching, chipping, driving range	John Schneider
38	<b>Remuda Golf Course</b> 2600 W. 3500 N. Farr West, UT 84404	801-731-7200 remudagolf.com	103	67.7	72	10	\$28	Public	6,372	5,600	N	58	Cart rental, grass range, clubhouse	Zachary Aland

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## EVOLUTION

from page 13

like the competition these futuristic businesses pose to their operations, they can't deny that the innovations have introduced the game to millions of people who may not have ever picked up a club otherwise.

Other organizations are looking for ways to advertise different ways to play golf on traditional courses. Over the past few years, the United States Golf Association has created a marketing campaign called "Play9" to promote the benefits of playing nine holes instead of 18. Many green-grass facilities are also adjusting to the needs of their customers by offering the ability to pay by the hole or by the hour.

Many business leaders are also adapting their corporate outings by choosing nine holes as an alternative to the all-day 18-hole option. The choice to play nine, dine, socialize and be back in the office by noon often makes it easier for their staff to participate in the function without missing out on important work or family functions.

### It's Complicated

Even if you have played the game for 20 years, knowing every intricacy of the rules, handicapping and

the swing can seem daunting. Many leading organizations have taken the initiative to create simplified policies and ways to learn the game.

The United States Golf Association and the Royal and Ancient Golf Association, Britain's governing body for golf headquartered at St. Andrews Golf Course in Scotland, have been working collaboratively over the past few years to create the new simplified "Rules of Golf" and the world handicapping

that break down each part of the game for students and teach them to score.

### Let's Make It Easier

Ultimately, if evolution through ideas, programs and technology doesn't continue to happen in the golf industry, the game will not be appealing or accessible to new players.

Advances in technology are shaping the way the game is played and changing the industry and the future of the game. Whether it's through distance-measuring devices, clubs, simu-

your swing speed and physical limitations, but now equipment manufacturers are constantly pushing the limits with clubs designed to provide more distance and more forgiveness and there are thousands of options for players of all ages and ability.

A great example of a company thinking outside of the box recently is a golf ball manufacturer Volvik, which released a ball that goes 10 percent further than a normal ball. It is smaller and heavier than a ball that conforms the Rules of Golf, so it can't be used in competition, but it will make the game more enjoyable for the casual player.

Recently, at the Professional Golfers' Association of America's annual merchandise show, several manufacturers previewed the first golf technology featuring artificial intelligence designed to learn your swing and provide practice tips. Though they warn it's not a substitution for a lesson from a golf professional, it is an exciting look into the future of golf.

As the game and those who run it adjust to the wants and needs of the public, watch for golf to make more of an impact, both socially and economically.

Kelsey Chugg is the associate director for Salt Lake City Golf, which operates six municipal golf courses in the Salt Lake City area.



system. Both have been streamlined to make golf less intimidating and easier to understand.

Golf instructors are also looking to simplify the game through technology and teaching methods and programs

lators, mobile apps or swing analysis software, many companies are searching for ways to make the game easier to learn and more enjoyable.

Just 20 years ago it was rare to find clubs designed specifically for



## Keep these tips in mind and your short game will get better

Do you struggle around the greens with consistent contact?

Nothing is more frustrating than hitting what looks like a very simple pitch shot behind the ball and coming up short of the hole. Skulling it over the green into a water hazard or sand trap is worse. To be more consistent around the greens, it's important to determine whether you want to hit a higher shot or a lower shot and then from that choice adjust ball position and lie angle of the clubface.

The safest shot around the greens, but not always an option, is a low running chip shot. Play this shot back in your stance off of your right foot. This will create a forward lean in your shaft and your weight should be on your left side at address. To help hit the ball, first I like to play this shot with the heel of the club a little bit off the ground. Get those

hands up higher and then rock your shoulders like a putt with a less-lofted club and this shot will come off every time.

The degree of difficulty around the greens increases as you add loft to your pitch shots. If you don't carry a 60-degree wedge, this is a club you should add to your game. When adding loft around the greens, you want to move the ball forward in your stance. Anywhere from middle of the stance to all the way forward off the left foot can work, depending on how soft you want to hit it.

Now this is the big key: You want to maintain the bounce on your wedge on these shots. If you play a lob wedge too far back in your stance and get the hands forward at address, you expose the leading edge. Unless contact is absolutely perfect, the club will dig which results in fat shots. Instead, you want

your hands even with the ball and the shaft more vertical when playing lofted wedges. This will allow the club to use its bounce as you go through the ball and whether you hit it cleanly or a little behind, it won't dig. Obviously, a precise hit is what you want but a little fat using the bounce of the club will get you pretty close, too.

When playing shots around the green, it's critical that the club doesn't lose speed at impact. A big backswing with deceleration is a short-game killer. The other short-game killer is letting the right-hand scoop (palm goes skyward at impact).

Keep these tips in mind the next time you're practicing around the green and you will definitely see improvement.

Paul Phillips has been a PGA professional since 1999 at Stonebridge Golf Club in Salt Lake City. Before that he worked at Nibley Park, Wingpointe and Willow Creek Country Club and played collegiately at the University of Utah.



PAUL PHILLIPS



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### Mountain Dell

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GOLF COURSES—SOUTHERN UTAH AREA

Ranked by Slope



	Course Name Address	Phone Web	Slope (Back Tees)	Rating (Back Tees)	Par (Back Tees)	Tournaments Hosted 2019	Green Fee Per 18 Holes	Private or Public	Total Yardage from Tips	Total Yardage Whites	Dress Code?	Course Record	Amenities	Head Pro
1	Coyote Springs Golf Club 3100 State Route 168 Coyote Springs, NV 89037	877-742-8455 coyotesprings.com	149	76.8	72	14	\$60- \$154	Public	7,471	6,215	Y	66	Restaurant on site	Karl Larcom
2	Falcon Ridge Golf Course 1024 Normandy Lane Mesquite, NV 89027	702-346-6363 golfalcon.com	138	71.6	72	*	\$120	Public	6,569	6,211	Y	62	Resturant, putting greens	Rob Wursten
2	Green Spring Golf Course 588 N. Green Spring Drive Washington, UT 84780	435-673-7888 greenspringgolf course.com	138	73.5	72	3	\$45	Public	6,859	6,417	N	62	Within 40 minutes of Zion National Park	Kevin Soderquist Course Manager
2	Oasis Golf Club Canyons 100 Palmer Lane Mesquite, NV 89027	702-346-7820 theoasisgolfclub .com	138	71.5	71	*	\$135	Semi- Private	6,403	5,832	Y	65	Grille Room, members lounge & bar, locker rooms	Adam Schwartz
5	Conestoga Golf Club 1499 Falcon Ridge Parkway Mesquite, NV 89034	702-346-4292 conestogagolf.com	137	74.9	72	*	\$59- \$175	Public	7,232	5,889	Y	66	18-hole championship course, full-length practice facility, golf shop, restaurant & beverage cart	Scott Ballif
5	Sand Hollow Championship 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresorts .com	137	73.7	72	*	\$155	Public	7,315	6,462	Y	63	Practice bunker complex, clubhouse	Kris Burlingame
7	Coral Canyon Golf Course 1925 N. Canyon Greens Drive Washington, UT 84780	435-688-1700 coralcanyongolf .com	136	74.2	72	12	\$60- \$120	Public	7,200	5,993	Y	61	Restaurant, full bar, practice facilities, lessons, full pro shop	Marco Leoni
8	The Hideout Golf Club 648 S. Hideout Way Monticello, UT 84535	435-226-1292 hideoutgolf.com	134	71.1	72	*	\$42	Public	6,654	5,635	N	67	Driving range, pro shop, snack shop	Tyler Ivins
8	Oasis Golf Club Palmer 100 Palmer Lane Mesquite, NV 89027	702-346-7820 theoasisgolfclub .com	134	71.3	71	*	\$145	Semi- Private	6,468	5,564	Y	60	Grille Room, members lounge & bar, locker rooms	Adam Schwartz
10	Moab Golf Club 2705 E. Bench Road Moab, UT 84532	435-259-6488 moabgolfcourse.com	132	72.4	72	12	\$51	Public	6,875	5,468	N	61	Pro shop, driving range, snack bar	Robby Jones
11	Sunbrook Golf Club 2366 W. Sunbrook Drive St. George, UT 84770	435-627-4400 sgcity.org	131	73.1	72	40	\$26- \$56	Public	6,800	6,100	Y	64	Grill	H. Reed McArthur
12	Entrada at Snow Canyon Country Club 2537 W. Entrada Trail St. George, UT 84770	435-986-2200 golfentrada.com	127	73.5	71	10	\$175	Private	7,062	6,108	Y	63	Fitness center, restaurant, locker room, pickleball, golf shop	Andrew Hopkins-Payne
13	Bloomington Country Club 3174 Bloomington Drive East St. George, UT 84790	435-673-2029 bloomington countryclub.com	126	71.3	72	10	\$90	Private	6,985	5,563	Y	*	Range, restaurant, lounge, pool, tennis courts	Scott Brandt
13	Sand Hollow Links 5625 W. Clubhouse Drive Hurricane, UT 84737	435-656-4653 sandhollowresorts .com	126	36.6	36	*	\$65	Public	*	6,206	Y	*	Practice bunker complex, clubhouse	Kris Burlingame
13	St. George Golf Club 2190 S. 1400 E. St. George, UT 84770	435-627-4404 stgeorgegolfclub.com	126	73.7	73	4	\$20- \$33	Public	7,217	5,203	Y	62	Full-service golf shop, snack bar, cart rentals, rental clubs, practice green	James Hood
13	SunRiver Golf Club 4210 Bluegrass Way St. George, UT 84790	435-986-0001 sunrivergolf.com	126	72.6	71	*	\$59	Public	7,020	5,847	Y	59	Restaurant, grass tee driving range, putting course	Larry Ricketts
17	Sky Mountain Golf Course 1030 N. 2600 W. Hurricane, UT 84737	435-635-7888 skymountaingolf .com	125	70.4	72	68	\$58	Public	6,392	6,014	N	63	18 holes, range, grill, practice green	Kent Abegglen
18	Palisade Golf Course 2200 E. Palisade Road Sterling, UT 84665	435-835-4653 golfpalisade.com	123	69.7	72	8	\$28	Public	6,333	5,755	Y	62	Full-service golf shop, driving range, restaurant	Jordan Van Orman
19	Dixie Red Hills Golf Course 645 W. 1250 N. St. George, UT 84770	435-627-4444 sgcity.org	119	65.9	34	2	\$14- \$30	Public	2,725	5,118	Y	*	Snack bar, driving range	Allen Orchard
20	Southgate Golf Course 1975 S. Tonaquint Drive St. George, UT 84770	435-627-4440 sgcity.org	118	69.1	70	*	\$20- \$35	Public	6,100	5,078	Y	*	Snack bar, driving range	Scott Draper

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*Sky Mountain Golf Course is a public 18-hole golf course owned and operated by the City of Hurricane. It is located in scenic St. George, Southern Utah area and surrounded by Zion National Park and the Pine Valley Mountain range. Sky Mountain Golf Course is set in one of the most picturesque and beautiful locations anywhere in the world.*

[www.skymountaingolf.com](http://www.skymountaingolf.com)

  
SKY MOUNTAIN  
*Golf Course*

## CALENDAR

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**Forecast.** Speakers are Orn Bodvarsson, dean of the Bill & Vieve Gore School of Business, Westminster College; TJ Gies, vice president and senior advisor consultant, Franklin Templeton; and Brad Mortensen, president, Weber State University. Location is The Monarch, 455 25th St., Ogden. Cost is \$49. Details are at [ogden-weberchamber.com](http://ogden-weberchamber.com).

### Feb. 19

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

### Feb. 19, 6 p.m.

**“Rumbl, Your New Social Media Secret; Get Google Verified,”** a Silicon Slopes event. Speaker is Emmarie Whitaker. Location is Silicon Slopes, 2600 W. Executive Parkway, Suite 140, Lehi. Free. Details are at [siliconslopes.com](http://siliconslopes.com).

### Feb. 20, 7-8 a.m.

**“Breakfast on the Hill,”** a Utah Valley Chamber event with Utah County legislators. Location is State Capitol Building, Hall of Governors, 350 S. State St., Salt Lake City. Free (registration is appreciated). Details are at [thechamber.org](http://thechamber.org).

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

**Employer Tax Workshop,** a Small Business Development Center (SBDC) event. Location is Salt Lake Community College, 9750 S. 300 W., Sandy. Cost is \$12. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Feb. 20, 9-10 a.m.

**“Coffee With Clancy,”** a Women’s Business Center of Utah event featuring Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah. Location is Ritual Chocolate, 1105 Iron Horse Drive, Park City. Free. Details are at [www.wbcutah.org](http://www.wbcutah.org).

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

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

at [westjordanchamber.com](http://westjordanchamber.com).

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

**Annual Athena Award Ceremony,** a Davis Chamber of Commerce event. Location is Davis Conference Center, 1651 N. 700 W., Layton. Cost is \$20. Details are at [davischamberof-commerce.com](http://davischamberof-commerce.com).

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

**“Lunch & Learn,”** a Murray Area Chamber of Commerce event. Location is Prohibition Utah, 151 E. 6100 S., Murray. Cost is \$19 for members, \$25 for guests. Details are at [murraychamber.org](http://murraychamber.org).

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

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

### Feb. 20, 6-8 p.m.

**“The Ins and Outs of Google My Business,”** a Small Business Development Center (SBDC) event. Location is the Orem/Provo SBDC, Utah Valley University, 815 W. 1250 S., Orem. Details are at <https://clients.utahsbdc.org/events.aspx>.

### Feb. 21, 7:30-8:30 a.m.

**“Eggs & Issues,”** a Murray Area Chamber of Commerce event. Speaker is Phil Heck of the Central Valley Water Recycling Facility. Location is Mimi’s Café, 5300 S. State St., Murray. Free unless ordering breakfast. Open to everyone (chamber membership not required). Details are at [murraychamber.org](http://murraychamber.org).

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

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

### Feb. 21, 8-10:30 a.m.

**Third Friday Speed Networking,** a South Jordan Chamber of Commerce event.

Location is Megaplex at the District, 3761 W. Parkway Plaza Drive, second floor, South Jordan. Cost is \$10. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### Feb. 22, 7-9 a.m.

**“Eggs & Issues,”** a Utah Valley Chamber event featuring legislators discussing issues related to the 2020 legislative session. Location is Utah Valley Hospital, Sorenson Tower, Ashton Auditorium, 1134 N. 500 W., Provo. Free. Details are at [thechamber.org](http://thechamber.org).

### Feb. 22, 8-9:30 a.m.

**Legislative Round-Up,** a South Jordan Chamber of Commerce event. Location is Riverton Hospital, 3741 W. 12600 S., Riverton. Details are at [southjordanchamber.org](http://southjordanchamber.org).

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

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

### Feb. 25, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 4455 25th St., Ogden. Cost is \$20 for members and first-time guests, \$30 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Feb. 25, 11:45 a.m.-1:30 p.m.

**Wasatch Business Series February Lunch.** WBS is a collaboration of the Holladay, LGBTQ+, Murray, Sugarhouse and South Salt Lake chambers of commerce; the Millcreek Business Council; and the Utah Independent Business Coalition. Location is 210 E. 400 S., Salt Lake City. Cost is \$20. Details are at [murraychamber.org](http://murraychamber.org).

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

**Coffee Connection,** a Holladay Chamber of Commerce event. Location is Coffee & Cocoa, 6556 S. 3000 E., Cottonwood Heights. Details are at [holladaychamber.com](http://holladaychamber.com).

### Feb. 26, 8:30 a.m.-12:30 p.m.

**“Family and Medical Leave Act Essentials,”** an Employers Council event. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

### Feb. 26, 6:30-8 p.m.

**“Simple Steps,”** a Small

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

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

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

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

**“Lunch & Learn,”** a Murray Area Chamber of Commerce event. Speaker is Ron Haycock, a management accountant at Pratt & LeFevre Corp. Location is Twigs Bistro & Martini Bar, 6223 S. State St., Murray. Cost is \$19 for members, \$25 for guests. Details are at [murraychamber.org](http://murraychamber.org).

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

**“Jump Start: Intro to Entrepreneurship,”** a Women’s Business Center of Utah event. Location is the Women’s Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [wbcutah.org](http://wbcutah.org).

### Feb. 27, 6-7 p.m.

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

### Feb. 28, 7:30-8:30 a.m.

**“Eggs & Issues,”** a Murray Area Chamber of Commerce event. Speaker is Joseph Mittelman, assistant chief and fire marshal, Murray City Fire Department. Location is Mimi’s Café, 5300 S. State St., Murray. Free unless ordering breakfast. Open to everyone (chamber membership not required). Details are at [murraychamber.org](http://murraychamber.org).

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

**“PHR/SPHR Study Programs,”** an Employers Council event over five consecutive Fridays. Location is Employers Council, Utah office, 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$1,695. Details are at [employerscouncil.org](http://employerscouncil.org).

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

**Entrepreneur and Investor Life Science Summit 2020,** presented by BioUtah and the University of Utah’s Center for Technology & Venture Commercialization (TVC) and title sponsor Simpson Thacher.

Keynote speaker is David Bearss, CEO of Tolero Pharmaceuticals. CEO panel includes Shawn Fojtik, CEO of Distal Access; Randy Rasmussen, president and CEO of BioFire; and Brandi Simpson, CEO of Navigen. Location is Cleone Peterson Eccles Alumni House, University of Utah, Salt Lake City. Ski Day is Feb. 29 at Deer Valley Ski Resort, Park City. Details are at <https://eilifesciencesummit.org/>.

### Feb. 29, 7:30-9 a.m.

**“Bagels & Bills,”** a Utah Valley Chamber event. Location is Nebo School District Offices, 350 S. Main St., Spanish Fork. Free. Details are at [thechamber.org](http://thechamber.org).

### Feb. 29, 8-9:30 a.m.

**Legislative Round-Up,** a South Jordan Chamber of Commerce event. Location is University Health Center, 5126 W. Daybreak Parkway, South Jordan. Details are at [southjordanchamber.org](http://southjordanchamber.org).

### Feb. 29, 9:30-11 a.m.

**“Pancakes and Politics,”** sponsored by the American Fork Chamber of Commerce. Location is American Fork Hospital, 170 N. 1100 E., American Fork. Free. Details are at [thechamber.org](http://thechamber.org).

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

**“Jump Start: Intro to Entrepreneurship,”** a Women’s Business Center of Utah event. Location is the Women’s Business Center of Utah, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [wbcutah.org](http://wbcutah.org).

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

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

### March 4, 9-11 a.m.

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

### March 4, 2-5 p.m.

**Utah Valley Job Fair 2020,** a Utah Valley Chamber event. Location is Utah Valley Convention Center, Exhibit Hall A, 220 W. Center St., No. 200, Provo. Details are at [thechamber.org](http://thechamber.org).

### March 5, 7-8 a.m.

**“Breakfast on the Hill,”** a Utah Valley Chamber event with Utah County legislators. Location is State Capitol Building, Hall of Governors, 350 S. State St., Salt Lake City. Free (registration is appreciated). Details are at the-



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## CLASSIFIED

### CAREERS

#### QA ENGINEER

**Varex Imaging Corp.** opening for **Software QA Engineer** in Salt Lake City, UT. Ensure computerized system, software, and device application comply with industry practices & internal requirements. Mail resume to Brittney Walje at 1678 S. Pioneer Road, Salt Lake City, UT 84104 Job # 11941.60.4.

### THIESSEN

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ham-handed phone call with Ukraine's president or his personal moral failings? Because he is an ally like no other in the fight to save innocent unborn lives.

Pro-life Americans sense that his pro-life record is one of the reasons Democrats have been searching for a pretext to impeach him. And they know a second Trump term would mean more conservatives justices on the Supreme Court, more conservatives on the federal appeals

courts and more opportunities to rescue babies from the abortionist's hand.

So, let the Democrats pursue their doomed impeachment circus in the Senate. As they do, something truly important is happening on Capitol Hill: An American president is finally marching in defense of human life.

Marc Thiessen writes a twice-weekly column for *The Washington Post* on foreign and domestic policy. He is a fellow at the American Enterprise Institute and the former chief speechwriter for Pres. George W. Bush.

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### CALENDAR

from previous page

chamber.org.

**March 6, 11 a.m.**

**World Leaders Forum**, present-

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

### VOLUNTEERS



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Join a volunteer team to rebuild homes for families devastated by the California wildfires.

#### 2020 DATES

January 19-26

March 8-15

May 3-10

July 12-19

September 20-27

November 8-15

Our one-week teams deploy to Redding, California to repair homes for the elderly, disabled, uninsured, and low-income families who cannot recover on their own. We need volunteers of all skill levels, with a preference for roofers, framers and those with finish carpentry experience. \$175 team fee.

Contact Brett for more info: [bschwemmer@irteams.org](mailto:bschwemmer@irteams.org)

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