

## Focus



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Employees at Malouf pose for a photo outside the company's headquarters building in Nibley, near Logan. The company was one of three recently approved for state incentives that are expected to result in 2,457 new high-paying jobs. The Malouf incentive is tied to the creation of 1,195 jobs as it expands its headquarters.

## Recruiting still going strong: Nearly 2,500 new jobs coming

**Brice Wallace**  
*The Enterprise*

In the heart of the COVID-19 pandemic, corporate recruitment to Utah continues, featuring wins for the state.

Three companies have selected Utah for expanded operations after having been approved for incentives by the Governor's Office of Economic Development (GOED) board at its May meeting. The incentives

are tied to the creation of a total of 2,457 high-paying jobs over the next few years.

Malouf will expand its operations and grow its corporate headquarters in Cache County, creating 1,195 jobs in the process, while two companies will expand in Lindon: GoHealth LLC, creating 1,159 jobs, and Anglepoint Group Inc., growing by 93 positions.

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## The future of work: If done right, companies will see a renaissance

**Brice Wallace**  
*The Enterprise*

As difficult as the coronavirus has been on small businesses, in its aftermath the survivors will see a renaissance.

That's the prediction of participants in a recent webinar about the future of work. That rebound will be especially true, they said, for companies that can use technology to change the way they interact with their customers to improve the shopping or dining experience.

"I think that we are going to see a renaissance of small business and Main Street business like we've never felt," said Sid Krommenhoek, general partner at Album-VC. "I think it's kind of contrary to what we're feeling right now. On one hand, we're going, 'Small business is being decimated. We're never going back to this.'

"Yes, the pain is real and we're massively sober to it, but because of this [virus],

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## COVID-19 Updates

### Cancellations and postponements

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

#### CANCELLATIONS

**May 26, 11:30 a.m.-1 p.m.**

**Women in Business Luncheon**, an Ogden-Weber Chamber of Commerce event at The Monarch in Ogden.

**May 27, 7:30-8:30 a.m.**

**Coffee Connection**, a Holladay Chamber of Commerce event at Kokopellis Koffee House in Holladay.

**May 28, 8:30 a.m.-12:30 p.m.**

**"Emotional Intelligence, Optimism and Resilience,"** an Employers Council event at the Employers Council Utah office in Salt Lake City.

**June 17, 8-10 a.m.**

**M.A.C.H. Speed Networking**, a Murray Area Chamber of Commerce event at Urban Arts Gallery in Salt Lake City.

**June 24, 7 a.m.-3 p.m.**

**Annual ChamberWest Golf Classic** at Stonebridge Golf Club in West Valley City.

**June 25, 7 p.m.**

**"Business is No Laughing Matter,"** a South Valley Chamber event at the Sandy Amphitheater in Sandy.

#### POSTPONEMENTS

**"Building Earthquake Resilient Communities,"** a ULI (Urban Land Institute) Utah event, originally scheduled for May 14, has been rescheduled for June 2, noon-1 p.m., online. Details are at <https://utah.uli.org/events-2/>.

**"Giant in Our City 2020,"** a Salt Lake Chamber event originally scheduled for

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

### HHS makes grants to three Utah organizations to improve telehealth

The U.S. Department of Health and Human Services (HHS), through the Health Resources and Services Administration (HRSA), has awarded \$264,651 to three organizations in Utah to increase telehealth capabilities in response to the COVID-19 pandemic. Nationally, \$15 million was awarded to 159 organizations across five health workforce programs.

These awards are funded through the Coronavirus Aid, Relief and Economic Security (CARES) Act that Pres. Trump signed into law on March 27. HRSA made awards to organizations based on their capacity to implement COVID-19 telehealth activities that train high-demand professions across the healthcare team.

"This new funding from Congress will enable more heroic health professionals on the front lines of the COVID-19 pandemic to use telehealth for a broad range of care," said HHS Secretary Alex Azar. "HHS has created historic opportunities to deliver care safely and effectively via telehealth during the pandemic, including through everyday tools like FaceTime and Skype, and we are committed to helping providers and patients, especially in vulnerable communities, maximize all of these new telehealth options."

These grants will train students, physicians, nurses, physician assistants, allied health and other high-demand professionals in telehealth. This will enable these professionals to maximize telehealth for COVID-19-referrals for screening and testing, case management, outpatient care and other essential care during the crisis.

Additionally, through increased telehealth capabilities from this funding, organizations will be able to maintain primary care services when clinics and medical facilities are not available, especially for COVID-19 positive, quarantined, elderly and other vulnerable populations.

"Telehealth is a vital tool for our providers in delivering critical treatment to populations most seriously impacted by this pandemic," said HRSA Administrator Tom Engels. "As we look to build and prepare the future workforce, telehealth has opened up new possibilities to educate and clinically train health providers to connect with patients, when and where they need services."

### LDS-owned colleges & universities decline CARES emergency funding

Just like every other institution of higher learning, four universities and colleges owned by The Church of Jesus Christ of Latter-day Saints are facing major financial losses in the wake of the COVID-19 pandemic. But the schools — Brigham Young University, BYU-Idaho, BYU-Hawaii and LDS Business College — have declined emergency relief funding allocated to the schools through the Coronavirus

Aid, Relief, and Economic Security Act (CARES).

Instead the institutions will use private funds to help students who suffered pandemic-related financial issues during the semester that ended last month instead of using the money allocated by CARES. Eligible students could begin to receive support from the schools' private funds in June.

Neither the church nor the schools applied for or received the CARES Act funding, and the schools have notified the U.S. Department of Education of their decision so the money can be used at schools in greater need of aid.

"We believe we can assist our students without the CARES Act funds," BYU spokesperson Carri Jenkins said in a statement. Students can receive help with their basic needs, such as food and housing.

The CARES Act allocated the following amounts for the schools: BYU, \$32,272,986; BYU-Idaho, \$18,172,623; BYU-Hawaii, \$2,306,881; and LDS Business College, \$1,422,523.

The four church-operated schools have been helping students from last semester since March, they said in separate statements. The CARES Act funding is available only to U.S. citizens, but the church's schools are providing aid to all students in need, including international, DACA and undocumented students.

### Coronavirus antibody testing begins in 4 Utah cities to detect exposure

Four Utah cities have begun administering antibody tests to residents who think they may have been exposed to or infected with COVID-19 but didn't experience any symptoms.

This testing began last week in Bluffdale, Draper, Riverton and Vineyard.

The screening is aimed to detect antibodies present in Utah residents, which allow their immune systems to fight COVID-19. If the antibodies of a specific virus are present, that means they were exposed or infected with the virus. In the case of other sicknesses, individuals may have received a vaccination to prevent contracting it in the first place.

Antibodies are important to understanding the spread of COVID-19 across the country, determining if the country is close to reaching herd immunity: a collective resistance to the spread of the virus because of a high number of immune persons.

It's also important to understand the true number of people who have been infected with the virus, the mayors of the four cities said in a joint statement. These tests give scientists an idea of how far the virus has spread since a number of those infected never showed symptoms. Testing has mainly been encouraged for those with symptoms relating to COVID-19.

"We believe a central component to beating COV-

ID-19 is to test our residents," the mayors' statement said. "We need to know our true infection rate so we can take actions to limit spread, conduct contact tracing and make future data-driven public policy decisions. We invite all our residents to consider being tested for COVID-19 antibodies as we continue to battle this virus."

Residents can make an appointment online and will be tested on a first-come-first-served basis. Antibody tests will cost \$69.99 per person, which can be reimbursed by insurance payment plans. The tests are conducted through finger-prick blood sampling.

### Farmers Feeding Utah's first project: delivering lamb to Navajo Nation

Just a week after its initial launch, the Farmers Feeding Utah campaign has identified its first "Miracle Project" with a planned distribution of Utah lamb to several Utah chapters of the Navajo Nation in Southeastern Utah. The meat will be sent to the the Mexican Water, Aneth, Oljato and Navajo Mountain chapters of the tribe.

"We've been blown away by the initial response to the launch of this campaign and are looking forward to making this first delivery of food," said Ron Gibson, president of the Utah Farm Bureau Federation, the organization behind the Farmers Feeding Utah campaign. "Through this first project, we're able to help a very deserving group of people that have been hit hard by the COVID-19 pandemic and help some Utah sheep ranchers at the same time. These ranchers have had their market for lamb reduced significantly with restaurants operating at limited capacity."

The Navajo Nation, the largest Native American reservation in the country, has seen higher death rates from COVID-19 than most states in the country. Many live in areas considered food deserts, which are areas with limited access to affordable and nutritious food. For some communities, unemployment rates are close to 100 percent, as many depend on recreation to fuel economies.

Contributions to Farmers Feeding Utah are being received at [FarmersFeedingUtah.org](http://FarmersFeedingUtah.org).

### Outdoor industry seeks Congress' help for recreation infrastructure

Outdoor industry companies like Patagonia, L.L. Bean and The North Face, as well as local outdoor recreation organizations such as Salt Lake Climbers Alliance, have called on Congress to invest in recreation infrastructure to help manage outdoor recreation hotspots amid the COVID-19 pandemic.

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# Utah Office of Outdoor Recreation announces Outdoor Recreation Grant recipients

The Utah Office of Outdoor Recreation's (OOR) sixth grant cycle of the Utah Outdoor Recreation Grant (UORG) has awarded almost \$6 million in grant funding to 58 different outdoor recreation infrastructure projects throughout the state. This year marks the highest amount of grant funding given, the agency said.

The OOR said the funds will create an estimated impact of over \$42.83 million statewide, including grants, matching funds and private investments. The 2020 UORG cycle generated a 7-to-1 return on investment for state funds and awarded 64 percent of its funds to rural counties.

"We continue to be amazed

at the number of projects created due to the UORG grant," said Val Hale, executive director of the Utah Governor's Office of Economic Development. "Outdoor recreation plays a big part in Utahns' lifestyles and we hope our communities will continue to take advantage of this grant to benefit even more of Utah's outdoor recreation infrastructure."

recreation infrastructure."

Since the grant's inception in 2015, a total of \$16 million in Utah Outdoor Recreation Grant funding has been awarded to 213 projects in 25 Utah counties, the agency said in a release. Rural counties benefited from 60 percent of grant projects. Those 200-plus projects have a total project value of over \$121 million. The six-year grant initiative proves Utah is committed to enhancing the quality of life for residents and access to the state's remarkable outdoors for residents and visitors alike, Hale said.

Along with the traditional UORG grant, two new funding programs were introduced this year: the Regional Asset Tier, funding up to \$500,000 for projects costing \$2 million or more; and the Recreation Restoration Infrastructure (RRI) grant, for rehabilitating existing infrastructure.

"UORG helps Utahns live active and healthy lifestyles by investing in trails, campgrounds, waterways and more. With this year's trail work combined from all projects, the state will see 62 miles of new recreational trails, and 200 miles of trail restored," the OOR release said. It also said 87 campsites and structures will be rehabilitated along with new infrastructure for camping, archery, fishing, kayaking and canoeing, hiking, mountain biking,

climbing and more.

"Utah prioritizes providing access to recreation opportunities on all of its public lands," said Pitt Grewe, director of the Utah Office of Outdoor Recreation. "The Office of Outdoor Recreation is devoted to making sure everyone across the state can find opportunities to recreate near their home. Whether you are a hiker, paddler, climber, biker, OHV or winter sports enthusiast, the state's grant programs help ensure Utahns get a chance to get outside."

The Utah OOR received 87 complete applications among the three different grants available during this funding cycle. The 14-member Utah Outdoor Recreation Grant advisory committee reviewed the submissions and granted awards to 58 projects. The amounts awarded ranged from \$4,000 to \$500,000 per project. Awardees have two years to complete the projects before receiving the full reimbursement of awarded grant funds.

## Listen Technologies acquires ExXothermic Inc.

Bluffdale-based Listen Technologies Corp., a provider of advanced wireless listening solutions founded in 1998, has acquired ExXothermic Inc., a marketer of high-quality, low-latency Wi-Fi audio technology based in Saratoga, California.

ExXothermic has several patents for its Wi-Fi streaming technology and has delivered thousands of Wi-Fi audio channels for use in assistive listening, fitness centers, waiting areas, hospitality and other applications and environments around the world.

Listen Technologies and ExXothermic have worked together in partnership for more than two years. In 2017, Listen

Technologies acquired ExXothermic's Audio Everywhere brand and licensed its Wi-Fi technology. ExXothermic technology is the foundation of Listen Technologies' audio Wi-Fi products Listen Everywhere and Navilution Wi-Fi.

"This acquisition augments Listen Technologies' expertise in Wi-Fi audio and deepens its technology core competence," the company said in a release. "It also helps Listen Technologies meet the needs of customers and end users eager to use their smartphones as listening devices."

"Listen Technologies' partnership with ExXothermic over the years and the combination of

our two companies today enables us to provide even more Wi-Fi-enabled solutions for customers," said Russ Gentner, CEO of Listen Technologies. "As the availability of Wi-Fi and number of smartphone users increase globally, so are applications for our solutions. We have several new products in development that will address these new applications."

Lance Glasser founded Silicon Valley-based ExXothermic in 2012 and will join Listen Technologies' board of directors and head the company's research group.

"Listen Technologies is renowned for creating innovative listening solutions," said Glasser. "ExXothermic Inc. is delighted to become part of Listen Technologies and combine our intellectual property and expertise. Together, we'll expand the applications and features of our technology to meet new and growing markets worldwide."

## Utah Luxury Tours reorganizes

Sandy-based Utah Luxury Tours has announced a reorganization of its leadership. Founder and CEO Brian Murphy will shift his role to act as the president of Luxus Travel Inc., the parent organization for Utah Luxury Tours. Filling the vacancy, Connor Maloney has been promoted to director of operations and sales and will become vice president of Utah Luxury Tours.

Brian Murphy organized and developed Utah Luxury Tours in 2012 after operating transportation company Moab Luxury Coach. The company conducts custom and small-group tours of national parks in Utah, California, Arizona, Nevada and Wyoming.

"We want to remain active and nimble in the wake of the (COVID-19) crisis," said Murphy. "Refocusing ourselves and preparing for what tourism will look like in the new normal will help us navigate any future issues while helping to rebuild the economy."

The leadership changes at Luxus Travel and Utah Luxury Tours come in response to the shift in travel that Utah is likely to see in the coming months and years, Murphy said.

"In 2016, Utah tourism brought more than \$8 billion dollars into the state. If we're going to help rebuild our economy, we'll need to bring some of that money

back," said Murphy. "That's why we've made these changes and why I've trusted Connor in his new role."

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## FUTURE

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small business [and] Main Street business have had to say, 'How can I transact and interact with my customers like these pop-up online retailers?'"

E-commerce, he said, will continue to grow, but brick-and-mortar stores "will give us all the charm that we appreciate" while adjusting using technology, he said. For example, a customer does not need to see a car or jewelry being purchased "until the end, if at all," he said.

Businesses currently in decline will see a renaissance "like we've never seen before" because of their entrepreneurship, innovation and adaptations, he said. In some cases, it may mean a "painful bankruptcy that they go through today," Krommenhoek said. "And they re-emerge and are like the phoenix rising tomorrow. I think that it will be spectacular."

Curt Roberts, a partner at Kickstart Seed Fund, said the best businesses are adapting "to some realities that they probably were facing anyway" because the virus has been a catalyst for them to think about business model changes requiring fewer direct human interactions.

"I would say there's another phenomenon going on," Roberts said. "People are craving the opportunity to support the small business. I will just tell you, I have no interest in giving Amazon more of my money. I'm giving Amazon a lot of my money because Amazon makes it really easy for me to get basic needs satisfied right now."

"But the day that I can walk back in that local store and look that owner in the face and support that person, is a day that I re-

ally look forward to. And I think there are a lot of people who are thinking that way. We want the small person to win again, and that, I think as much as anything, is going to drive this renaissance that Sid is talking about."

The task for companies in the future will be providing new experiences for customers — even making it "delightful," Krommenhoek said — without compromising their safety.

While the virus also has forced some companies to rethink their interactions with customers, many have had to do the same with their employees. Many are using technology to work from home, and Krommenhoek predicts that some employees will want to retain that option while others "will be just as anxious to go back to life as it was."

A middle ground probably will emerge because some employees work more optimally from home and others work best in an office setting, he said.

"There's this new middle ground where businesses are exploring optionality for employees and thinking a little bit differently because we've all been forced into a construct that is so different," he said.

However, the "elephant in the room" related to remote work is the possible consequences resulting from a reduction or lack of direct, face-to-face human interaction, Roberts said.

"A lack of direct human interaction — not just because we need that as people; we are relational beings — but because there is a friction and a cost that comes with distance and the requirement of a technology to sit between you. There's something very real and very important to the ability to actually be together," he said.

He believes a shift to more

work being done remotely will occur, perhaps in the form of people still working in an office but not every day. "We will have to be very, very careful about the consequence of those choices, because there is no free lunch there," Roberts said.

"I personally think remote work is overrated. And we are going to have to find a way to make it part of how we work, but not make it a substitute for the human interaction that ultimately drives who we are."

Krommenhoek said he finds it funny that many people who once wanted the freedom to "leave the office" now might not prefer it. "It may be the universe saying, 'Hold up. You took it a little far,'" he said.

Tara Spalding, president and founder of Hen House Ventures, said she hopes remote work will make it easier for workers who in the past have come into the office despite being sick.

"We need to drop that habit because it's going to be dangerous and in fact is going to open up liability to companies that have unspoken policies and encouragements to just kind of toughen up," she said.

Whatever changes result from the virus' impact on business, the speakers said, some companies will survive and others will not. Some jobs will survive and others will not.

"What inevitably comes and what will certainly, I think, will rise more aggressively, is the emergence of new jobs," Krommenhoek said. "Trust me, there will be things that humans are doing and jobs that we haven't thought of. That happened with every revolution — industry, agriculture before that. We'll see that, and I'm excited to see what entrepreneurs build moving into the future."



*Ogden's Own, a distiller of craft spirits and the largest independently owned distillery in Utah, has moved into its new distillery facility on Stockman Way in Ogden. The 32,000-square-foot, multi-purpose facility was constructed from the ground up with the primary goal of allowing Ogden's Own to achieve a 10-fold increase in production, said Steve Conlin, company president. The multi-million-dollar building features a bar, which will serve as a tasting room for guests to sample Ogden's Own products, as well as a retail shop for Ogden's Own products and an amphitheater to host events with local musicians and artists. "We take tremendous pride in educating the public about Utah's colorful local history through our passion for distilling, which has only grown stronger over the years," said Conlin. In response to the COVID-19 pandemic, Ogden's Own shifted its operations to begin producing hand sanitizer, dubbed "Five Wives Hand Sanitizer," in March and has produced more than 11,000 gallons to date.*

## C-19 NEWS

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Organized by the Outdoor Industry Association, 60 companies wrote a letter to congressional leadership earlier this month requesting they pass the Great American Outdoors Act, according to *The Hill* newspaper.

The purpose of the Great American Outdoors Act, which was introduced in March and has bipartisan support from over 50 senators, is to address the maintenance problems caused in every part of the outdoor recreation system that have been compounded

as a result of the COVID-19 pandemic. The bill would provide permanent funding for the Land and Water Conservation Fund and primarily address deferred maintenance projects administered by the National Parks Service, the U.S. Forest Service, the U.S. Fish and Wildlife Service, the Bureau of Land Management and the Bureau of Indian Education.

"Our system of parks and public lands being open for public use is critical for small and large retailers and outdoor businesses, along with the supply chain that serves them," the letter said. "Plus, these natural places bring quality of life to communities across the nation. Every part of this system has been interrupted by COVID-19, impacting the health and wellness of individuals, companies and communities."

The letter also calls for the prioritization of transportation funding as well as infrastructure policies that help to reduce carbon emissions.

A previous letter in support of passing the Great American Outdoors Act was signed by about 800 organizations, including Trails Utah and the Utah Restaurant Association, and sent to congressional leadership on May 11. They emphasized that the direction of up to \$9.5 billion over the next five years to address maintenance needs within the parks system, public land agencies and Bureau of Indian Education schools would ensure "protection of and access to irreplaceable lands and local recreation opportunities."

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# Succeeding in Your Business

## Is it time to throw in the towel?; Part 1 of 2

"My business has been shut down the past couple of months due to the COVID-19 pandemic. My state is just beginning to ease things up a bit, and I may be able to open up again in the next couple of weeks.

"But there is no way I can catch up on all my debts. I owe three months' back rent to my landlord, three months' missed payments to my SBA lender and have run up \$25,000 in credit card debt just to stay afloat.

"It's going to take me at least a year just to catch up on these payments. Am I better off trying to negotiate all these debts, or are things so far gone that I'm better off just going out of business?"

I have received 25 emails in the past week just like this one.

No question about it: We will be seeing a tsunami of small-business bankruptcy filings in the coming months, and many more business owners will be asking, "Can this business be saved?"

When you're faced with a mountain of debt, there are two things you need to do right away:

- Perform triage.
- Do a liquidation analysis.

These will give you the information you need to decide whether you should stay or go.

**Performing Triage on Your Debts.** "Triage" is French for "dividing into three parts." The word originated on the battlefields of World War I. When a battle ended and the wounded were transported by rickety ambulance to the field hospital behind the lines (think "M\*A\*S\*H"), the doctors divided the incoming wounded into three piles. Pile No. 1 included those who could be saved if operated on immediately. Pile No. 2 included those who weren't injured as badly and could wait awhile. And Pile No. 3 (sadly) included those who were too far gone and were quietly left to die (perhaps with a shot of morphine to kill the pain).

You will need to divide your bills into three piles as well. Bills for essential goods and services — those without which your business won't be able to survive — go in Pile No. 1. Debts you have personally guaranteed as the owner of your business (such as the minimum monthly payments on

your credit cards) should be put in this pile as well. Bills you need to pay creditors that are difficult to deal with (they refuse to negotiate; they call you three times a day screaming, cursing and threatening to sue — you know the ones) go in Pile No. 2. All your other bills go in Pile No. 3.

You should make every effort to pay the bills in Pile No. 1 as soon as possible, and treat these creditors like gold. You should try to pay the bills in Pile No. 2 over the next six months if possible, especially if the amounts are small. Once these difficult creditors see money coming in every month, they will probably calm down a bit and give you some peace.

The people in Pile No. 3 have to wait until you are ready to pay them. Not the greatest outcome, but it's all you can do.

**Perform a Liquidation Analysis.** This sounds complicated but is actually very easy. Basically, you are taking a snapshot of your business to see how many of your creditors would be paid in full if your business were to shut down permanently today.

First, make a list of all of your creditors and the amounts they are owed (don't worry about future payments). Divide them into three categories: secured (debts that are secured by liens on your business assets), personally guaranteed (bills that you have agreed to pay personally) and everything else. Then, do your best to figure out how much cash you would be able to raise if you were to sell all of your business assets today and how much revenue you can reasonably expect to make in the next six to 12 months.

Once armed with this information, here are some guidelines for deciding if bankruptcy is the only option:

- If all of your Pile No. 1 debts can be paid now and you can pay most of the other debts within the next six to 12 months, you are probably better off trying to stay alive and negotiating with your creditors outside of bankruptcy.

- If you only have a few debts owed mostly to institutional and/



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## AGRICULTURE

• **Federal Agriculture Mortgage Corp.**, the nation's secondary market for agricultural credit, has announced that two people have been elected as the newest members of the company's board of directors. One is **W. David Hemingway**, who spent his entire 42-year career in banking at Zions Bancorporation and its



David Hemingway

affiliates, where he focused on investments, capital markets, and public finance and served as an executive officer from 1984-2015. Hemingway also has significant experience serving as a board member for other institutions with a national scope, including previously serving as a member of Farmer Mac's board from 1996-2004. He served on the board of directors of the Federal Home Loan Bank of Seattle during that same time period and also previously served as chairman of the Utah Bankers Association. Hemingway joins four other board members elected each year by holders of Class A voting common stock.

## ARTS/ENTERTAINMENT

• The **Governor's Office of Economic Development (GOED)** board, at its May meeting, amended a film incentive for **South Bay Productions LLC** for its episodic thriller "Wireless." The company had been approved in November for a cash rebate of up to \$315,836 but was required to meet a \$1 million spending threshold in Utah to be eligible for that amount. The estimated spending on the production is \$770,000, and the board revised the incentive to be a rebate for up to \$154,000.

## BANKING

• **Bank of Utah**, Ogden, reopened 14 of its 17 branches to walk-in customers on May 18. The bank continued to operate its drive-through lanes while its doors were closed. Hours of operation for locations will continue to be 9 a.m.-5:30 p.m. for drive-through and in-branch visits, where possible. Due to local government mandates, the bank's Redwood and Heber branches will maintain drive-through services only and City Creek will remain closed to the public. Following state man-

dates, Bank of Utah will enact new safety measures to keep customers and employees safe.

## CONSTRUCTION

• **R&O Construction**, Ogden, has announced that **Mike Nicholls**, a vice president at the company for the past 28 years, has retired. Prior to working for R&O Construction, Nicholls worked for Opheikens & Co. He led R&O's Special Projects Division concurrent to overseeing R&O's warehouse, manpower, safety and warranty operations. R&O also announced that



Mike Nicholls



Neil Manning

**Neil Manning** has been promoted to vice president of special projects. He has been a project manager since 2011 and will be taking on the roles and responsibilities that Nicholls oversaw prior to his retirement. Manning graduated from Weber State University with degrees in construction management and business administration.

## DIVIDENDS

• The board of directors of **Extra Space Storage Inc.**, Salt Lake City, has declared a quarterly dividend of 90 cents per share on the common stock of the company for the 2020 second quarter. The dividend is payable June 30 to stockholders of record June 15. The company is a real estate investment trust that owns and/or operates 1,852 self-storage properties.

## EDUCATION/TRAINING

• **Western Governors University**, Salt Lake City, has set aside \$10 million in emergency aid funds to help current and new students experiencing financial and healthcare hardships as a result of COVID-19. In addition, the online, nonprofit university is working to raise another \$10 million in matching donations. WGU's emergency aid fund will help mitigate those financial disruptions with non-tuition emergency aid, an Enhanced Financial Support Fund, funding for interrupted terms, Bright Future Scholarships, and additional financial support.

## INVESTMENTS

• **PathologyWatch**, Salt Lake City, has announced a \$5 million Series A funding, led by **SpringTide Investments** and

**Rock Creek Capital**, with additional funding by individual investors. PathologyWatch is focused on intuitive, easy-to-implement digital dermatopathology solutions that can speed the diagnostic process while reducing costs to clinics and enhancing patient care. It will use the funding to strengthen outreach to dermatology clinics nationwide.

## MANUFACTURING

• **Purple Innovation Inc.**, a Lehi-based comfort products manufacturer, has announced the pricing of an underwritten secondary public offering of nearly 10.8 million shares of its Class A common stock sold by **InnoHold LLC**. The shares of Class A common stock were sold at a price of \$10.50 per share. The offering was upsized from the previously announced offering size of 9 million shares of Class A common stock. The underwriters have a 30-day option period to purchase up to 1.6 million additional shares of Class A common stock from the selling stockholders at the same price per share. The offering closed May 19. InnoHold will receive all of the net proceeds from the offering. Purple is not selling any shares of Class A common stock in the offering and will not receive any proceeds from the offering. **BofA Securities** and **Oppenheimer & Co. Inc.** acted as joint book-running managers for the offering. **Raymond James**, **KeyBanc Capital Markets** and **Wedbush Securities** acted as co-managers.

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## PHILANTHROPY

• **Squatty Potty**, a St. George-based toilet stools company, has announced a national partnership with the **Crohn's & Colitis Foundation** to continue providing support for research, education and support programs related to inflammatory bowel disease

(IBD). The partnership with the foundation includes a direct donation of \$25,000 as well as several promotional campaigns, including one in May in honor of World IBD Day (May 19), in which all of the net proceeds from sales (up to \$25,000) on **SquattyPotty.com** will be donated to the foundation to help realize its vision of a future free from Crohn's and colitis.

## REAL ESTATE

• **Hardware Apartments**, a new multifamily community in downtown Salt Lake City, has been sold by the developers, **SALT Development** and **KBS Real Estate Investment Trust III**, to **Oakmont Properties** of Sacramento, California. It is the largest total dollar multifamily asset sale ever in Utah, topping the 2019 sale of 4th West Apartments, another SALT Development apartment community. Financial details were not released. Hardware Apartments features 453 luxury apartment homes. The property was nearly 45 percent leased at the time of sale. The transaction was announced by the Salt Lake City office of **CBRE**. **Eli Mills** and **Patrick Bodnar** of CBRE represented both the buyer and seller. It is the second acquisition in the market for Oakmont.

• **CBRE's** Salt Lake City office has been selected to oversee the leasing and management of **South Towne Corporate Center**, two Class A office towers on nearly 11 acres in Sandy. **Scott Wilmarth**, **Nadia Letey** and **Melina Miramontes** will oversee the leasing of the property. There are two full floors available for lease in the center's total 262,219 square feet. The buildings are owned by **EverWest** and **Independencia**, two institutional real estate investment firms.

• **Mountain West Commercial Real Estate (MW)** has



Doug Scheel



Cody Felts



Troy Scheel

Troy Scheel.

## RECOGNITIONS

• **CRN**, a brand of The Channel Company, has named

**Kerry Desberg**, chief marketing officer at Impartner, Salt Lake City, as one of its "2020 Women of the Channel."



Kerry Desberg

Impartner is a partner relationship management and channel management platform provider. The CRN editorial team selects the honorees for their contributions to channel advocacy, growth, thought leadership and dedication to the IT channel.

• The **Petco Foundation** and dog trainer **Victoria Stilwell** have honored **Darrell McCurtain** of



Darrell McCurtain

Park City as one of five finalists for an "Unsung Hero" award for his extraordinary efforts saving animal lives. A Navajo tribe member, McCurtain works to improve the conditions for pets on Utah reservations and has saved thousands of animal lives. The honor includes a \$10,000 grant for his animal welfare organization, **Nuzzles & Co.**, where McCurtain is intake director. The private, nonprofit organization in Summit County was originally known as Friends of Animals Utah and has found homes for more than 20,000 pets.

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## TECHNOLOGY/LIFE SCIENCES

• **Qualtrics**, a Salt Lake City-based customer experience management company, has appointed **Omar Garriott** to lead the growth and momentum of its education team, aimed at improving the student, campus, faculty/staff and alumni experience across K-12

see BRIEFS next page

## CORPORATE FINANCIAL REPORTS

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

### Varex

Varex Imaging Corp., based in Salt Lake City, reported a net loss of \$1.9 million, or 5 cents per share, for the fiscal second quarter ended April 3. That compares with net income of \$5.8 million, or 15 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$197 million, up from \$196 million in the year-earlier quarter.

Varex designs and manufactures X-ray imaging components,

which include X-ray tubes, digital detectors and other image processing solutions that are components of X-ray imaging systems.

"During the second quarter we began to see the impact of the COVID-19 pandemic on our business," Sunny Sanyal, CEO, said in announcing the re-

sults. "Although our revenues increased over the prior-year quarter, we experienced a substantial shift in mix between and within our business segments that lowered our overall margins."

The company has withdrawn its previously issued guidance for fiscal 2020 due to uncertainty re-

lated to the COVID-19 pandemic.

### Health Catalyst

Health Catalyst Inc., based in Salt Lake City, reported a net loss attributable to common stockholders of \$17.5 million, or 47 cents per share, for the quarter ended March 31. That compares with a loss of \$13.7 million, or \$16.21 per share, for the same quarter a year earlier.

Revenue in the most recent

quarter totaled \$45.1 million, up from \$35.2 million in the year-earlier quarter.

Health Catalyst offers data and analytics technology and services to healthcare organizations.

"From a financial perspective, I am very pleased with our performance in the first quarter across all areas of our busi-

**see EARNINGS page 14**

## BRIEFS

*from previous page*

and higher education around the world. Garriott is responsible for driving the global strategy of the company's education vertical across sales, marketing,

product and customer success. Garriott has more than a decade of experience at technology companies. He joined Qualtrics in March of this



Omar Garriott

year. Prior to Qualtrics, Garriott co-founded a new business for Salesforce in K-12 education, as senior director for Education Cloud. Garriott previously launched and led the student/university team at LinkedIn and led iPad marketing for K-12 and higher education institutions at Apple. Garriott started his career as a Teach for America teacher.

• **Lightstream**, a Salt Lake City company focused on cloud security, network transformation and managed services, has hired **Rafal Los** as chief security strategist. Los will be responsible for security innovation across

Lightstream's service platform, including new offerings and partnerships, as well as serving as a security



Rafal Los

thought leader and evangelist on behalf of Lightstream. Los has spent almost 20 years in management and executive roles with technology companies, including General Electric, Hewlett Packard Enterprise and Optiv. Prior to joining Lightstream, Los served as vice president of cloud security at Armor Cloud Security.



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

## May 26, 10-11 a.m.

**“Art of Negotiation,”** a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## May 26, noon-1 p.m.

**Women in Business Professional Growth Series,** a ChamberWest “Lunch Break” event. Speaker Michelle McCullough will discuss tips on how to navigate challenges and be a source for good both personally and professionally. Event takes place online via Zoom. Details are at [chamberwest.com](http://chamberwest.com).

## May 26, 1-2:30 p.m.

**“Business Essentials: Being Courageous in Your Life and Business,”** a Women’s Business Center of Utah event. Speaker is Annie Sisson. Event takes place online. Free. Details are at [wbcutah.org](http://wbcutah.org).

## May 27, 8-9 a.m.

**Workforce Seminar: “Building a Business Culture of Inclusivity and Diversity.”** Speaker is Anita Fleming-Rife, president and CEO of AmericaOne Diversity & Inclusion Solutions. Event takes place online via Zoom. Free, but registration is required. Registration can be completed at <https://bit.ly/WF0527>.

## May 27, 8 a.m.-4 p.m.

**Utah Women’s Entrepreneurial Conference 2020,** featuring general sessions, breakouts and a grant-pitching competition. Theme is “Driving Growth: Strategies to Kick Your Business Into Gear.” Event takes place online. Early-bird registration cost is \$59, \$79 thereafter. Details are at <https://www.utahwec.com/>.

## May 27, 8:30-10 a.m.

**“Retaliation: The Trap That Keeps Catching Employers,”** an Employers Council event that is part of the five-part Legal Breakfast Briefing Series. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99 for members, \$150 for nonmembers. Details are at [employerscouncil.org](http://employerscouncil.org).

## May 27, noon-1:30 p.m.

**“Solve the Business Puzzle: Let’s Talk Recovery for Rural Utah,”** a Women’s Business Center of Utah event. Speakers include Debbie Drake, Women’s Business Center of Utah; Kara Laws, Small Town Hub; Mike Sarles, Utah State University Extension; and DebraLee Terry, Financial Liberty. Event takes place online. Free. Details are at [wbcutah.org](http://wbcutah.org).

## May 28, 3-4:30 p.m.

**“Understanding Financial Statements to Manage Your Business,”** a Women’s Business Center of Utah event. Event takes place online. Free, but registration is required. Details are at [wbcutah.org](http://wbcutah.org).

## May 28, 4:30-6 p.m.

**WLI Candid Conversations Social Hour,** hosted by Women’s Leadership Initiative of the Urban Land Institute (ULI). Event takes place online. Free for ULI members, \$15 for nonmembers. Details are at [https://netforum.uli.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=69814A76-BB96-4D95-A429-09E7E2E9EBF8](https://netforum.uli.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=69814A76-BB96-4D95-A429-09E7E2E9EBF8).

## May 29, 9-11 a.m.

**“How to Raise Money: Cap Table Considerations,”** a VentureCapital.Org event. Event takes place online via Zoom. Cost is \$30. Registration can be completed at [Eventbrite.com](http://Eventbrite.com).

## June 1, 7 a.m.-2 p.m.

**Chamber Champions Golf Tournament 2020,** a Utah Valley Chamber event. Location is Fox Hollow Golf Club, 1400 N. 200 E., American Fork. Cost is \$450 for members, \$600 for nonmembers, \$1,500 per foursome. Details are at [thechamber.org](http://thechamber.org).

## June 2, 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).

## June 2, noon-1 p.m.

**“Building Earthquake Resilient Communities,”** a ULI (Urban Land Institute) Utah event that was originally scheduled for May 14. Speakers are Nick Norris, planning director for Salt Lake City (moderator); Ibrahim Almufti, structural engineer and risk and resilience leader for Arup San Francisco; Marissa Aho, chief resilience officer for the city of Houston and former CRO for the city of Los Angeles; and Greg

Schulz, municipal administrator for the Magna Metro Township. Event takes place online. Cost is \$10 for ULI members, \$20 for nonmembers. Details are at <https://utah.uli.org/events-2/>.

## June 3, 9-10 a.m.

**“Three Keys to Healthy HR,”** a Women’s Business Center of Utah event that is part of its “Coffee with Clancy” series. Speakers are Jill Shroyer, founder and lead consultant, Expedition HR; and Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah. Event takes place online. Free. Details are at [wbcutah.org](http://wbcutah.org).

## June 3, 3:30-5 p.m.

**“Business Connections and Bowling,”** a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

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

**“Starting Your Business,”** a Small Business Development Center (SBDC) event. Location is Salt Lake SBDC, Salt Lake Community College, Building 5, Room 110, 9750 S. 300 W., Sandy. Free. Details are at <https://clients.utahsbdc.org/events.aspx>.

## June 4, 7:30-9 a.m.

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

## June 4, 8:30-11:30 a.m.

**“Harassment Prevention for Managers and Supervisors,”** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

## June 5, 8-10 a.m.

**Friday Forum,** a Utah Valley Chamber event. Location is Utah Valley Convention Center, 220 W. Center St., No. 200, Provo. Details are at [thechamber.org](http://thechamber.org).

## June 5, 8-10 a.m.

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

## June 9, 8 a.m.-4 p.m.

**“Coaching for Results,”**

part of the Salt Lake Community College Frontline Leader Workshop Series featuring information about how to apply the coaching process to ensure performance, productivity and profitability and to help people meet or exceed expectations through effective coaching relationships. Location is SLCC’s Miller Campus in Sandy. Cost is \$250. Details at <https://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

## June 10, 5-7 p.m.

**Business After Hours,** an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., No. 200, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**“Orientation/Onboarding Essentials: Accelerating Competence, Connection and Commitment,”** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

## June 11, 3-4:30 p.m.

**“Jump Start: Intro to Entrepreneurship,”** a Women’s Business Center of Utah event. Event takes place online (registration is required). Free. Details are at [wbcutah.org](http://wbcutah.org).

## June 12, 7:45-9 a.m.

**Women in Business Networking,** an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., No. 200, Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

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

**“Second Friday Casual Lunch,”** a ChamberWest event. Location to be determined. Details are at [chamberwest.com](http://chamberwest.com).

## June 15, 6:30 a.m.-2 p.m.

**2020 Annual Golf Tournament,** a Davis Chamber of Commerce event. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## June 16-18

**FSMA-PCQI Certification Course,** a Salt Lake Community College event featuring how to meet the FDA’s requirements for the Preventive Controls for Human Food regulation of the Food Safety Modernization Act; and how to develop a food safety plan, analyze hazards, and identify

preventive controls. Event takes place online. Cost is \$849. Details at <https://www.slcc.edu/workforce/courses/employee-development.aspx>.

## June 16, 8 a.m.-4 p.m.

**“Coaching for Results,”** part of the Salt Lake Community College Frontline Leader Workshop Series featuring information about how to apply the coaching process to ensure performance, productivity and profitability and to help people meet or exceed expectations through effective coaching relationships. Location is SLCC Westpointe Campus in Salt Lake City. Cost is \$250. Details at <https://www.slcc.edu/workforce/courses/frontlineleader.aspx>.

## June 16, 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).

## June 17, 8:30 a.m.-noon

**“Performance Documentation Skills,”** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

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

**“Women Owned Small Business Certification,”** a Women’s Business Center of Utah event that is part of its “Coffee with Clancy” series. Speakers are Speaker Cody Neville, 8(a) program manager in SBA’s Utah District office; and Clancy Stone, business advisor for the northern region for the Women’s Business Center of Utah. Event takes place online. Free. Details are at [wbcutah.org](http://wbcutah.org).

## June 17, 3:30-5 p.m.

**“Business Connections and Bowling,”** a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at [chamberwest.com](http://chamberwest.com).

## June 18

**14th Annual Utah Economic Summit,** hosted by Gov. Gary Herbert and presented by the Governor’s Office of Economic Development, World Trade Center Utah and the Salt Lake Chamber. Event includes Utah Global Forum programming. Several general and breakout sessions

see CALENDAR page 10

## CALENDAR

from page 9

will address Utah's role in the global marketplace, how local businesses can benefit from an international strategy and Utah's already strong track record of global exports. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early pricing is \$155. Details to be announced.

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

**"Multiplying Lasting Profitable Relationships,"** a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

### June 22, 7 a.m.-2 p.m.

**Classic Golf Tournament,** a Salt Lake Chamber event. Events include a 7 a.m. registration/breakfast and 8 a.m. shotgun start. Location is Salt Lake Country Club, 2400 Country Club Drive, Salt Lake City. Cost is \$500, \$1,800 for a foursome. Details are at slchamber.com.

### June 23, 8:30 a.m.-12:30 p.m.

**"I-9: Advanced Practice,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

### June 23, 9-10:30 a.m.

**"Jump Start: Intro to Entrepreneurship,"** a Women's Business Center of Utah event. Event takes place online (registration is required). Free. Details are at wbcutah.org.

### June 23, 10-11 a.m.

**"Art of Negotiation,"** a West Jordan Chamber of Commerce event. Speaker is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordanchamber.com.

### June 23, 11 a.m.-1 p.m.

**"Business Women's Forum: Cultivating Strength, Bravery and Confidence,"** Location is Hilton Garden Inn Salt Lake City Downtown, 250 W. 600 S., Salt Lake City. Cost is \$30 for members, \$40 for nonmembers. Details are at slchamber.com.

### June 23, 11:30 a.m.-1 p.m.

**Lunch Event,** a Holladay Chamber of Commerce event. Location is Taqueria 27, Holladay, 4670 Holladay Blvd. East, Holladay. Details are at holladaychamber.com.

### June 23, 11:30 a.m.-1 p.m.

**Women in Business Luncheon,** an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Free for WIB members, \$20 for first-time guests, \$30 for nonmembers. Details are at ogdenweberchamber.com.

### June 24, 7:30-8:30 a.m.

**Coffee Connection,** a Hol-

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

### June 24, 8:30 a.m.-4 p.m.

**"Supervision: Critical Skills for Effective Leaders,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$225. Details are at employerscouncil.org.

### June 24, 11:30 a.m.

**"Mid-Year Construction Forecast Review for Utah and the Region,"** hosted by the Mountainlands Area Plan Room to benefit the American Society of Professional Estimators (ASPE) and the National Association of Women in Construction (NAWIC) Utah chapters. Location is Megaplex at Valley Fair Mall, 3620 S. 2400 W., West Valley City. Cost is \$25 pre-paid donation to NAWIC or ASPE, \$35 at the door. Seating is limited to the first 100 paid RSVPs. RSVPs can be completed by contacting Mike Luke at mike@MAPR.com.

### June 26, 8-11 a.m.

**Professional Development Workshop,** a Salt Lake Chamber event. Sara Jones, president of InclusionPro, will discuss "Inclusion by Design." Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$75 for members, \$99 for nonmembers. Details are at slchamber.com.

### June 29, 3-4:30 p.m.

**"Understanding Financial Statements to Manage Your Business,"** a Women's Business Center of Utah event. Event takes place online. Free, but registration is required. Details are at wbcutah.org.

### July 1, 3:30-5 p.m.

**"Business Connections and Bowling,"** a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

### July 3, 8-10 a.m.

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

### July 7, 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.

### July 8, noon-1 p.m.

**"Startup Stories,"** a Kiln event featuring speaker Syd Mcgee, CEO of Studio Mcgee. Location is Kiln, 2701 N. Thanksgiving Way, Suite 100, Lehi. Details are at kiln.co.events.

### July 9, 8:30 a.m.-12:30 p.m.

**"Conflict: Recognizing and Navigating Workplace Differences,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

### July 10, 7:45-9 a.m.

**WIB Networking,** an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 529 25th St., Ogden. Free for WIB members. Details are at ogdenweberchamber.com.

### July 15, 8-10 a.m.

**M.A.C.H. Speed Networking,** a Murray Area Chamber of Commerce event. Location is Urban Arts Gallery, 166 S. Rio Grande St., The Gateway, Salt Lake City. Free with pre-registration. Details are at murraychamber.org.

### July 15, 8:30 a.m.-12:30 p.m.

**"Family and Medical Leave Act Advanced Practice,"** an Employers Council event.

Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

### July 15, 3:30-5 p.m.

**"Business Connections and Bowling,"** a ChamberWest event. Location is All-Star Bowling & Entertainment, 1776 W. 7800 S., West Jordan. Cost is \$15 for members, \$20 for nonmembers. Details are at chamberwest.com.

### July 16, 8:30-10:30 a.m.

**"Confidentiality and Privacy Rights in the Workplace: Briefing for Managers and Supervisors,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99. Details are at employerscouncil.org.

### July 16, 11:30 a.m.-1 p.m.

**"Multiplying Lasting Profitable Relationships,"** a West Jordan Chamber of Commerce event. Presenter is Clay Neves of Personal Sales Dynamics. Location is West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for nonmembers. Details are at westjordanchamber.com.

### July 16, 5-7 p.m.

**Business After Hours,** a Salt Lake Chamber event originally scheduled for May 21. Location is Squatters Pub, 147 W. Broadway (300 S.), Salt Lake City. Cost is \$7 through July 9 for members, \$10 for members the week of the event, \$15 for nonmembers. Details are at slchamber.com.

### July 17, 8 a.m.-noon.

**"You've Got Two Minutes: Modifying Your Message for Any Audience,"** a Salt Lake Chamber event. Speaker is Bill Nixon, chairman and CEO of Policy Impact Communications. Location is Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Workshop costs \$99 for members, \$149 for nonmembers. Course fee for "Mastering Media Management" is \$350 for members, \$550 for nonmembers (includes three workshops during 2020). Details are at slchamber.com.

### July 21, 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.



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## Opinion

# Turning 50 in a time of pandemic left me with (almost) no regrets

It was going to be the party of the year: my 50th birthday. I rented a fantastic place, picked a great menu and sent funny invitations designed by my hilarious friend Brooke. I was counting down the weeks. Then COVID-19 hit. Lockdowns were ordered. No party for me. Yet what replaced it was the purest expression of the best that humanity has to offer, springing from creative forces that neither this virus — nor other negative forces — can kill.

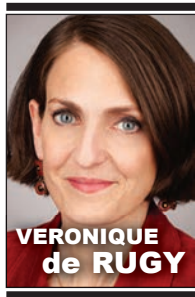
My party being canceled is, of course, a minuscule tragedy compared with the deaths and economic destruction we've witnessed in the past few months. Still, I was sad that what was supposed to be a great weekend spent with family coming from France and friends coming from all over the country has been postponed indefinitely. I knew my teenagers would, no matter what, make the day special — it was Mother's Day, too — and that I would still hear from my friends.

And what replaced the party was so much more meaningful and amazing because it was fueled by my friends' love and creativity and by the amazing innovators who make coping with the isolation more tolerable.

When I woke up, I was greeted by a video from my oldest friend in France: a fun musical performance of the "Happy Birthday" song performed with a piano and homemade instruments, recorded on an iPhone and sent over the Atlantic Ocean in mere seconds, free of charge. None of that would have been possible had I turned 50 in 2007.

Then came the Zoom family reunion with cousins in three countries, three continents and two hemispheres. While Zoom was created in 2011, the company has quickly become a household name and a business essential during the pandemic. This company succeeds not only because it makes its product free to individuals but also because it quickly responded to the privacy issues that emerged during the pandemic.

After that international celebration came a wonderful video montage of my friends and colleagues from around the country, all orchestrated by my Mercatus Center boss, Dan Rothschild. The simple link that I received on Sunday morning does not boast of the thousands of technical innovations that make this wonder a now-commonplace reality in everyone's homes.



VERONIQUE  
de RUGY

Remarkably, I drank in this love and well-wishing all from the comfort of my bed.

I soon discovered another gift at 11 a.m., but it was delivered to my house around 8 a.m. and would be picked up 12 hours later. This one is 100 percent a pandemic innovation, triggered by the thousands of life events that couldn't be celebrated during these times of social distancing. As I opened my front door, I discovered a beautiful sign wishing me a happy birthday. It was festooned with balloons and cupcakes right there in my front yard, all orchestrated by my loving friends Ashley and Kevin.

The company, Sign Sisters, didn't exist before this crisis. It's an Arlington, Virginia, startup, and, just like its signs do, it displays the creativity and thoughtfulness of so many local entrepreneurs throughout the country — creative people who come up with ideas to satisfy needs, such as enabling celebrations when most of us remain in isolation.

That said, in the end, nothing surprised me more than the way my friends managed to reinvent my birthday celebration in this time of pandemic with a giant drive-by caravan of honking, decorated cars filled with cheering from people I cherish. As the neighbors came out of their houses to

share in the celebration, I could feel my heart explode with gratitude, and I certainly didn't feel alone.

After spending a few minutes Googling drive-by celebrations, I found out that friends, neighbors and families around the country are organizing these drive-bys both to celebrate birthdays and graduations and to honor healthcare professionals, celebrate recovery from COVID-19 or simply offer moral support. New companies have been created to offer all sorts of festive designs for cars and trucks.

There was Andrew's video montage with priceless testimonials from my kids, family and friends. There were flowers and other thoughtful gifts delivered throughout the weekend — many ordered online, another innovation we now take for granted. So, in the end, while I'll always have slight regret about not having my party as planned, my birthday weekend was way better than it would have been without this pandemic. I will never forget it, and I will always marvel at people's endless ability to love, connect and create.

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

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## Experts have jobs; they need to understand there are those who don't

If anyone thought a global pandemic that has so far killed more than 80,000 Americans would override the country's deep partisan divide, the data is in. It turns out that Democrats are significantly more likely than Republicans to believe that the pandemic is serious and to follow CDC guidelines. Cell phone data shows that people in counties that voted for Donald Trump have been moving around more than those in counties that voted for Hillary Clinton.

This has led many to wonder why partisanship has become so strong in the United States that people will not listen to experts, even at the risk of their own health. But there is a broader distrust that we need to understand. I recognized it while reading a book that is not about COVID-19 at all but sheds strong light on the situation. Explaining why so many people across the West have rejected the government establishment, Michael Lind writes, "The issue is not the issue. The issue is power. Social power exists in three realms — government, the economy and the culture. Each of these three realms of social power is the site of class conflict."

Lind's book, *The New Class War*, argues that the best way to understand America today is through the lens of class conflict, which has been sharpened by the rise of an "overclass" that dominates the three spheres he mentions. In all three, leaders tend to be urban, college-educated

professionals, often with a post-graduate degree. That makes them quite distinct from much of the rest of the country. Only 36 percent of Americans have a college degree and only 13 percent have a master's or more. And yet, the top echelons everywhere are filled with this "credentialed overclass."

For many non-college educated people, especially those living in rural areas, there is a deep alienation from this new elite. They see the overclass as enacting policies that are presented as good for the whole country but really mostly benefit people from the ruling class, whose lives have gotten better over the past few decades while the rest are left behind. In this view, trade and immigration help college-educated professionals who work for multinational companies but hurt blue-collar workers. So when they hear from "experts" about the inevitability of globalization and technological change and the need to accept it, they resist. It does not resonate with their lived experience.

Let's look at the COVID-19 crisis through this prism. Imagine you are an American who works with his hands — a truck driver, a construction worker, an oil rig mechanic — and you have just lost your job because of the lockdowns, as have more than 36 million people. You turn on the television and hear medical experts, academics, technocrats and journalists explain that we must keep the economy closed

— in other words, keep you unemployed — because public health is important. All these people making the case have jobs, have maintained their standards of living, and in fact are now in greater demand. They feel like they are doing important work. You, on the other hand, have lost your job. You feel a sense of worthlessness, and you're terrified about your family's day-to-day survival. Is it so hard to understand why people like this might be skeptical of the experts?

The COVID-19 divide is a class divide. The Bureau of Labor Statistics released a report last year on the "job flexibilities" of U.S. employees. Of the top 25 percent of income earners, more than 60 percent can stay home and still do their jobs. Of the bottom 25 percent, fewer than 10 percent can do the same. Dr. Fauci has said he understands that maintaining these guide-

see ZAKARIA next page



FAREED  
ZAKARIA



## Opinion

# Someone committed a crime in the Michael Flynn case; it wasn't him

Let's be clear: A crime was committed in the Michael Flynn case. But that crime was committed not by the retired general, but by someone who leaked the classified details of his conversations with then-Russian Ambassador Sergey Kislyak. The Justice Department was correct to drop charges against Flynn for lying to the FBI about his communications with Kislyak. The case was reviewed by Jeff Jensen, the U.S. attorney for the Eastern District of Missouri with two decades of experience as a prosecutor and FBI special agent, and the resulting 108-page motion to dismiss is a searing indictment of FBI misconduct.

The department found that there was no legal justification for the FBI to question Flynn in the first place, because the interview was "untethered to, and unjustified by, the FBI's counterintelligence investigation" of Flynn. The FBI had decided to close that inquiry because of an "absence of any derogatory information." That meant Flynn pleaded guilty to making false statements that were not "material" to any investigation. For Flynn to have committed a crime, his statement had to have been "not simply false, but 'materially' false with respect to a matter under investigation." In his plea, Flynn "stipulated to the essential element

of materiality" without being informed that the FBI had already cleared him in the underlying investigation.

That fact alone is disgraceful. Even more outrageous is that the bureau interrogated Flynn about communications the Justice Department says were "entirely appropriate." He was the incoming national security advisor, and his "request that Russia avoid 'escalating' tensions in response to U.S. sanctions ... was consistent with him advocating for, not against, the interests of the United States." There was nothing in the calls to suggest he was being "directed and controlled by ... the Russian federation." And the FBI did not need his recollections of the calls because it had word-for-word transcripts.

It seems clear that the purpose of the interview was to set a perjury trap. The agents did not inform the White House counsel before the interview so as to catch Flynn by surprise, they did not share the transcripts with Flynn during the interview (which would have allowed him to refresh his memory), they did not warn him that making false statements would be a crime — all of which are standard procedure.

Even so, both of the agents who questioned him came away with the impression

that "Flynn was not lying or did not think he was lying." For these and other reasons, the Justice Department withdrew the charges against Flynn. The fact that the judge in the case is refusing to accept the department's decision — and has appointed a former judge to contest it — only perpetuates the FBI's miscarriage of justice.

Instead of pursuing Flynn for a crime he did not commit, we should be focused on finding the individual who did commit a serious felony by leaking the classified details of Flynn's conversations with Kislyak. And thanks to acting national intelligence director Richard Grenell, we finally have a list of suspects.

Most government officials with access to the transcripts would not have known Flynn was on the call, because when a U.S. citizen is the subject of "incidental collection" during surveillance of a foreign national, their name is "masked." Only certain officials had the authority to request that a name be unmasked. Until now, we did not know which officials had done so. But the Office of the Director of National Intelligence has released a list of more than three dozen former Obama administration officials who submitted unmasking requests that revealed Flynn's identity.

Only eight of those received information after the intelligence community discovered his communications with Kislyak on Jan. 4,

2017: former U.N. ambassador Samantha Power, former national intelligence director James R. Clapper Jr., former treasury secretary Jack Lew, former White House chief of staff Denis McDonough, deputy national intelligence director Michael Dempsey, former deputy national intelligence director Stephanie L. O'Sullivan, a CIA official whose name is redacted and former vice president Joe Biden.

The crime of leaking the details about Flynn and Kislyak's call could only have been committed by a small universe of people who had access to the unmasked intelligence on Flynn. We don't know whether it was someone on the list. That is for U.S. Attorney John Durham, who is investigating the origins of the Russia probe, to determine. But this much is certain: Obama administration officials leaked unmasked intelligence about Flynn to the press. The fact that those individuals have gone unpunished for three years, while Flynn has endured a legal hell, is appalling.

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 President George W. Bush.

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## ZAKARIA

from previous page

lines is "inconvenient." For many people, they are not just inconvenient, they are life-shattering. Not all of those who work with their hands are Trump voters — many healthcare and front-line workers probably are not — but all understand that it is a luxury to be able to work from home.

No one in America or elsewhere can claim to know the right way to move ahead. Even Dr. Fauci acknowledged that, when he was asked whether schools should open. "I don't have an easy answer to that. I just don't," he said. "Situations regarding school will be very different in one region versus another." Regarding the economy, he noted, "I don't give advice about economic things. I don't give advice about anything other than public health." He's right to acknowledge the limits of any one area of expertise.

So let's all recognize that we need to hear many voices as we make these difficult decisions, and that those making the decisions need to have empathy for all Americans — those whose lives are at risk, but also those whose lives have been turned

upside down in other ways by this horrible disease.

Fareed Zakaria's email address is fareed.zakaria.gps@turner.com.

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## ENNICO

from page 5

or sane creditors, you are probably better off trying to stay alive and negotiating with your creditors outside of bankruptcy.

- If you owe lots of debts to lots of people, both sane and crazy, and if you were to liquidate your business today and be able to pay most or all of the debts (or at least the secured and personally guaranteed debts), you should consider reorganizing in bankruptcy (more on that next week).

- If you owe lots of debts to lots of people, there's little revenue on the horizon and liquidating your business wouldn't pay off half of them, then you have no choice but to shut down and liquidate your business in bankruptcy. More next week.

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

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## UPDATES

from page 1

March 26 at the Grand American Hotel in Salt Lake City, has been rescheduled for June 11 (tentative).

**Cybersecurity Conference 2020**, a Salt Lake Chamber event originally scheduled for April 15 at Jordan Commons Megaplex, has been postponed until Oct. 6 (tentative).

**"We Are Utah" Manufacturers Association Expo** has been rescheduled for Sept. 23 at the Mountain America Expo Center in Sandy.

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

**Employers Council's "I-9: Self-Audit Workshop,"** originally scheduled for April 2, has been postponed to July 1, 8:30-10:30 a.m., at the council's offices in Salt Lake City.

**Annual Children's Charity Golf Classic**, a Murray Area Chamber of Commerce event

originally scheduled for June 26 at Murray Parkway Golf Course in Murray, has been postponed until Aug. 21.

**Business After Hours**, a Salt Lake Chamber event originally scheduled for May 21 at Squatters Pub in Salt Lake City, has been postponed until July 16.

**Ninth Annual Governor's Energy Summit**, presented by the Governor's Office of Energy Development, in partnership with Utah Media Group and HBW Resources, originally scheduled for May 18 at the Grand America Hotel in Salt Lake City, has been postponed until Oct. 21.

**The South Jordan Business and Entrepreneurial Summit and Expo**, originally set for April 29 at Salt Lake Community College's Miller Campus in Sandy, has been postponed until a date to be determined.

**The Zions Bank Business Success Academy** workshop titled "De-Stink Your Marketing," originally scheduled for April 29 at Zions Bank Business Resource Center in Salt Lake City, has been postponed until a date to be determined.

**Professional Development Series**, a ChamberWest event, originally set for April 23 at TownePlace Suites by Marriott West Valley, has been postponed until a date to be determined.

**"America's Role in the World: Why Leading Globally Matters to Utah,"** a U.S. Global Leadership Coalition invitation-only event originally set for April 6 at the Grand America Hotel in Salt Lake City, has been postponed until a date to be determined.

**The 2020 Chamber Golf Classic**, an Ogden-Weber Chamber of Commerce event, originally scheduled for May 14, has been postponed until Aug. 19, 7:30 a.m.-3 p.m., at Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Details are at ogden-weberchamber.com.

## OTHER INFORMATION

**Deer Valley Resort**, along with **The State Room Presents**, the **Utah Symphony** and **Mountain Town Music**, have made the collective decision to not present any concert series in the Snow Park Outdoor Amphitheater for the 2020 summer season.

## EARNINGS

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ness, including outperforming the mid-point of our guidance for both total revenue and adjusted EBITDA (earnings before interest, taxes, depreciation and amortization)," Dan Burton, CEO, said in announcing the results.

"While the fluidity and uncertain timeline of the COVID-19 pandemic creates some near-term uncertainty, we believe this crisis significantly highlights the need for healthcare organizations to invest in data and analytics, and thus will serve as a long-term tailwind for our business."

### Co-Diagnostics

Co-Diagnostics Inc., based in Salt Lake City, reported a net loss of \$1 million, or 5 cents per share, for the quarter ended March 31. That compares with a loss of \$1.4 million, or 9 cents per share, for the same quarter a year earlier.

Sales in the most recent quarter totaled \$1.5 million, up from \$3,400 in the year-earlier quarter.

Co-Diagnostics is a molecular diagnostics company that develops, manufactures and markets a new diagnostics technology.

"Co-Diagnostics has increased production capacity to meet growing demand for our tests," Dwight Egan, CEO, said in announcing the results. "We have positioned the company to continue to make an important contribution in meeting the enormous demand for tests around the world. Our value proposition of accurate, high-throughput, and cost-effective tests continues to resonate with customers around the globe."

### Security National Financial

Security National Financial Corp., based in Salt Lake City, reported after-tax earnings from operations of \$1.4 million, or 8 cents per share, for the quarter ended March 31. That compares with \$1.9 million, or 11 cents per share, during the same quarter a year earlier.

Revenue in the most recent quarter totaled \$79.6 million, up from \$61.5 million in the year-earlier quarter.

The company has three business segments: life insurance, cemeteries/mortuaries and mortgages.

"The COVID-19 pandemic had a marked influence on our reported Q1 earnings," Scott M. Quist, president, said in announcing the results.

"Our mark to market common stock losses included in our

Q1 results were about \$2.5 million and were centered in both our life insurance and cemeteries/mortuaries business segments. As of April 30th, we had recovered approximately 50 percent of those losses on a mark to market basis, but the stock market continues to be very volatile so forecasting market returns is currently a challenge.

"I am sure we will recognize some 'real' cash stock market losses as we did have some holdings, albeit relatively small, in what are now some very troubled industries, including airlines and aircraft manufacturers. Absent the mark to market losses, operationally our performance would have been in the \$4 million range, which would be a significant improvement over 2019. Thus, even recognizing the decrease in reported net income, I am quite pleased with our company's first-quarter performance."

### CleanSpark

CleanSpark Inc., based in Salt Lake City, reported a net loss of \$5.8 million, or \$1.13 per share, for the quarter ended March 31. That compares with a loss of \$7.8 million, or \$1.88 per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$3.7 million, up from \$723,899 in the year-earlier quarter.

CleanSpark is a software and services company that offers software and intelligent controls for microgrid and distributed energy resource management systems and innovative strategy and design services.

"We count ourselves as very fortunate as we delivered our seventh consecutive record-setting quarter with a significant increase in year-over-year revenues during this trying period," CEO Zachary Bradford Chairman S. Matthew Schultz said in a letter to shareholders.

"Through our strategic acquisition of p2klabs Inc. and expansion of our existing product offerings, we are optimistic that we will continue to see increased adoption of our solutions and associated revenues."

### HollyFrontier

HollyFrontier Corp., based in Texas but with operations in Utah, reported a net loss attributable to stockholders of \$304.6 million, or \$1.88 per share, for the quarter ended March 31. That compares with net income of \$253.1 million, or \$1.47 per share, for the same quarter a year earlier.

Sales and other revenues in the most recent quarter totaled \$3.4 billion, down from \$3.9 billion in the year-earlier quarter.

HollyFrontier is an independent petroleum refiner and marketer that produces light products such as gasoline, diesel fuel, jet fuel and other specialty products. It owns and operates refineries in Utah and four other states.

HollyFrontier delivered strong financial results in the first quarter driven by healthy margins in our refining and finished lubricants businesses," Michael Jennings, president and CEO, said in announcing the results.

"We are committed to delivering safe and reliable operations during this challenging environment. We believe our disciplined approach to capital allocation, led by our strong balance sheet and liquidity position, will help position HollyFrontier for long-term success."

### Holly Energy Partners

Holly Energy Partners LP, based in Texas but with operations in Utah, reported net income of \$24.9 million, or 24 cents per share, for the first quarter ended March 31. That compares with \$51.2 million, or 49 cents per share, for the same quarter a year earlier.

Revenues in the most recent quarter totaled \$127.9 million, down from \$134.5 million in the year-earlier quarter.

Holly Energy Partners provides petroleum product and crude oil transportation, terminalling, storage and throughput services to the petroleum industry, including HollyFrontier Corp. subsidiaries. The partnership, through its subsidiaries and joint ventures, owns and/or operates petroleum product and crude pipelines, tankage and terminals in Utah and eight other states, plus refinery processing units in Utah and Kansas.

The company said COVID-19 has "created destruction of demand, as well as lack of forward visibility, for refined products and crude oil transportation, and for the terminalling and storage services that we provide. We expect a recovery of our services as demand for these essential products returns in the long run; however, there is little visibility on the timing for, or the extent of, this recovery in the near term."

"HEP delivered solid first-quarter results, supported by safe and reliable operations and continued strength in both our crude and refined product transportation and storage systems. Additionally, HEP has changed its distribution strategy to allow for long-term financial strength and flexibility. The new distribution rate will allow HEP to retain an additional \$130 million per year, which will be utilized to fully fund capital expenditures as well as reduce leverage."

## CALENDAR

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### July 22, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Days Office, 1810 Washington Blvd., Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

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

**"Lead Worker Training,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$225. Details are at employerscouncil.org.

### July 28, 10-11 a.m.

**"Art of Negotiation,"** a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West Jordan. Free. Details are at westjordanchamber.com.

### July 28, 11:30 a.m.-1 p.m.

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

### July 29, 7:30-8:30 a.m.

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

### July 30, 8:30 a.m.-4 p.m.

**"Supervisory Skills Program,"** an Employers Council event over four consecutive Thursdays. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

### Aug. 4, 8:30 a.m.-12:30 p.m.

**"HR Management Program: Introduction to Core HR Functions,"** an Employers Council event taking place over five consecutive Tuesdays. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$740. Details are at employerscouncil.org.

### Aug. 4, 11:30 a.m.-1 p.m.

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

davischamberofcommerce.com.

### Aug. 5, 8:30 a.m.-noon

**"Recordkeeping for Human Resources,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at employerscouncil.org.

### Aug. 5, 5-7 p.m.

**Business After Hours**, an Ogden-Weber Chamber of Commerce event. Location is Golden Spike Event Center, 1181 Fairgrounds Drive, Ogden. Free for chamber members and first-time guests, \$10 for nonmembers. Details are at ogdenweberchamber.com.

### Aug. 6, 7:30-9 a.m.

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

### Aug. 7, 8-10 a.m.

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

### Aug. 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.

### Aug. 19, 7:30 a.m.-3 p.m.

**2020 Chamber Golf Classic**, an Ogden-Weber Chamber of Commerce event originally scheduled for May 14. Activities include breakfast at 7:30 a.m., shotgun start at 8:30 a.m. (four-person scramble format) and 1 p.m. lunch and awards. Location is Mount Ogden Golf Course, 1787 Constitution Way, Ogden. Cost is \$250. Details are at ogdenweberchamber.com.

### Aug. 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. Details are at murraychamber.org.

### Aug. 19, 8:30 a.m.-3:30 p.m.

**Utah Employers Summit**, an Employers Council event.

see CALENDAR page 23

### INSIDE



#### Costs more than you think

Trucking insurance professional Ryan Loftin reminds truckers that insurance for their businesses is a major expense, but there are many ways to fine-tune your operation in order to get the best possible rates to insure your fleet, your people and your operation.

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#### Trucking & Logistics Lists

Trucking Companies

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Logistics Companies

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#### Issue Sponsor:



## Coronavirus reminds Americans to add truck drivers to their 'essential worker' list

Life on the road feels a little more lonely these days. Just ask Harold Simmons.

A truck driver for LS Wilson Trucking of South Jordan, Simmons is afraid to go home because he doesn't want to risk bringing the coronavirus with him. His wife has had pneumonia, and he wants to protect her.

At truck stops, he is eating alone more often because of social distancing practices in force at restaurants — no more small talk with a driver sitting next to him at the counter.

So, it was a nice change of pace when he recently pulled into a rest area off the highway and a group of strangers were in the parking lot handing out free food to truck drivers. "People, in

general, are showing us their appreciation," Simmons said. "Even shippers and receivers are finally treating us like human beings again."

In our newfound appreciation for essential workers in the global pandemic, it's heartening to see the support for our truck drivers. Social media is filled with posts marked with the #ThankATrucker hashtag.

Truck drivers have always been essential employees, hauling freight across the country, away from their families and the comforts of home. They have been easy to ignore because they toil behind the scenes. Most Americans never interact with them, unlike our doctors, nurses, pharmacists, supermarket cashiers and restaurant delivery drivers.

But what's left of our economy would not be standing without the tireless dedication of professional drivers. They are the essential link in our supply chain. Despite health risks, they are hauling consumer goods to ensure retailers can keep their shelves stocked. They are delivering personal protective equipment and other supplies to hospitals when they often don't have their own PPE. They are driving into hot zones when others are fleeing.

Truckers are providing critical services even when their own economic well-being is at risk. In the early days of the crisis, freight volumes rose as supermarkets restocked their shelves and other essential businesses built inventory to protect against supply

see **DRIVERS** page 18

## TRUCKING DRIVES THE ECONOMY

Despite the difficulties and disruptions to business caused by the COVID-19 pandemic, trucking remains a driving force. Although some sectors of the trucking industry are struggling and most companies are dealing with specific challenges, trucking has continued to provide critical necessities like groceries, fuel, electronics, con-

struction materials, etc.

During the past two to three months while many are self-distancing and working from home, truckers have continued to work. The Utah Trucking Association staff has fielded countless calls of

see **ECONOMY** page 20



# Utah's *Voice in* TRUCKING

## The Mission:

The Utah Trucking Association is committed to providing the leadership, representation and education necessary to support its members in fulfilling their mission in the secure movement of America's freight. Providing well-trained and safe drivers, running profitable companies, and being responsible citizens in the communities of Utah and the Nation.



## Valued Services with Membership:

### Discounts on UTA Hosted Seminars:

- Drug/Alcohol Supervisor Training
- DOT Compliance
- Log Book Training
- HazMat
- Brake Certification
- Quickbooks
- 401k Advisory
- Health Insurance Advisory

### Discounts on Supplies/Forms:

- Log Books
- Vehicle Inspection Reports
- Federal Regulations Manuals
- Placards
- Medical Forms
- Emergency Response Guidebooks

### Industry Publications and Website:

- Weekly Newsletter- "Truckin' Hot News"
- Bi-monthly magazine- "Utah's Voice in Trucking"

### Advocating for the Utah trucking industry:

- Utah State Legislature
- Governor's Office
- Federal Congress and Senate bodies

### Discounts on Services:

- Discount on Workman's Compensation premiums
- Association Employer Sponsored 401k Plan
- J.J.Keller Regulatory and Compliance Products
- Discounts on UPS Shipping
- Discount on Xilac Phone Systems
- Discount on NetWize, Hardware and Software Support

### Events:

- Annual Management Conference & Expo
- Safety Awards Banquet
- Driver Awards Banquet
- Safety Management Council Meeting
- Trucking Driving Championship
- Monthly meetings in Southern, Northern and Basin Utah

[www.utahtrucking.com](http://www.utahtrucking.com)    <https://www.facebook.com/utahtrucking>    <https://twitter.com/UtahTrucking>

*We post almost daily to our Facebook and Twitter feed information we know will be useful to our members. We have over 500 members and we are growing every day.*



# TRUCKING INSURANCE:

## Would it surprise you to know that insurance is one of the most costly expenses of running a trucking business?

Ever heard the old saying, “If you bought it, a truck brought it”? Even in this digital age of drone delivery, this saying still rings true. According to the Department of Transportation’s Bureau of Labor Statistics, approximately 75 percent of all goods in the United States are transported via truck. The majority of commodities — everything from toilet paper to gasoline — are brought to consumers across the nation courtesy of the hard-working trucking industry.

Never in our lifetimes has this truth been more apparent than in current pandemic living conditions, where access to basic goods and commodities has been limited due to panic buying. While consumers were clearing shelves, truckers were working overtime to move product to where it was needed most.

Nights, weekends and holidays, the trucking industry supplies a non-stop supply chain citizens depend on to obtain the products they need. But this luxury of constant delivery for consumers comes at a cost to trucking businesses — and some of these costs keep going up.

With the hefty costs associated with running a trucking business — think expenses like trucks, trailers, fuel, repairs, and more before payroll — you may be surprised to know that one of the most costly line items is



RYAN  
LOFTIN

trucking insurance.

Truckers are required to have at least a \$750,000 liability limit, but you would be hard-pressed to find a trucking company with a customer contract that allows them to carry less than \$1 million in liability coverage. Most owners will

also carry workers compensation, cargo insurance, property insurance and health insurance. All of these lines of insurance coverage have had a steady increase in cost over the past several years.

Trucking operations are now also being required to carry an excess or umbrella policy. Certain shippers will not even consider offering work to a

trucking company that hasn’t increased their liability limits up another \$1 million, \$2 million, and even upwards of \$10 million or more on certain contracts. The costs keep mounting on what could be considered one of the lifelines of the American economy. These business owners are scratching their heads, wondering how they can afford to keep their trucks running to provide goods and services to the American consumer.

Why are trucking companies being hit so hard? Claims. Insurance carriers are raising rates as the amount of claims and costs of claims continues to rise. The number of claimants seeking legal representation after an accident is on the rise. Costs to repair damaged vehicles, whether they be large or small, are on the rise. Medical bills for injured parties are on the rise.

A recent article in the *Wall Street Journal* discussed the increasing cost of insurance due to the demand for higher limits and the increase in the number of large verdicts, warning trucking companies, “If you cannot demonstrate that you’re obsessed with safety, you may not get renewed.”

This insurance dilemma poses a major challenge for our truckers — from the local one-man rig to large trucking companies who operate out of multiple states throughout the country. They simply cannot operate profitably if they can’t afford their insurance policy, let alone operate if they can’t receive an offering of insurance coverage from a reputable insurance company.

So, how can a trucking company get the lowest possible rates for the coverage they need to cover their business and their contracts? It all goes back to the need to demonstrate that they are obsessed with safety.

Here are some quick tips from an insurance producer who works solely for the trucking industry:

**FMCSA Scores:** Tediously check your Federal Motor Carrier Safety Administration scores. In fact, assign a person in the company to continually check these scores. Why so important? Being aware of your status allows you to improve your status. Each FMCSA score category is given a certain threshold, and if the company can keep all their performance scores under that threshold, you will see your roadside inspections decrease, allowing your insurance underwriter to have a better outlook on you company.

**Reward Employees:** As you watch your scores, you’ll be able to recognize good work coming from your service technicians and drivers. Recognize and reward those actions to promote a continued flow of that type of work,

resulting in positive scores. Investing in small incentives or rewards for employees will pay big dividends in the insurance rates you can expect with good FMCSA scores.

**Driver Training:** Hiring and training new drivers is a constant in the transportation industry — and it takes work. But it also makes all the difference in making a driver comfortable in their role. Comfortable, prepared drivers feel less stress and make fewer errors. Don’t make the common mistake of skipping vital education steps and just hand over the keys to get the work done. Take time to ensure that each driver is familiar with the equipment and the type of cargo they will be hauling. Discuss routes, best practices for schedules and company standards for transport and delivery.

**Create a Culture of Safety:** Instill in your drivers that a strong culture of safety exists in your organization. Hold regularly safety meetings, reward ideas that promote safety and document safety exercises and trainings with signatures of attendance and acknowledgement. Copies of your policies and procedures that your drivers sign should be provided to your insurance underwriters. This effort shows your commitment to be safer than the average transportation company.

**Embrace Technology:** The transportation industry is constantly evolving thanks to advancements in technology. There is great value in collision mitigation and avoidance systems, onboard cameras and telematics. Invest in the systems that make sense for your fleet. An easy investment for any trucking business is dash cameras. Video evidence can exonerate truckers from what could become huge claims and payouts based originally on word alone. The opposite can also be true, but even in that scenario, it allows the owners to know what is happening in their trucks and make adjustments that eliminate that driving behavior from their organizations. If you have not yet invested in technology, start inquiring about it now.

Today, the average consumer may think a bit differently, perhaps with more gratitude toward the sacrifices of those working in the trucking industry. As things show up safely and on time for our families and businesses, let’s give that recognition to the professionalism of our truck drivers, who have most definitely stepped up when our country needed them most.

Ryan Loftin is a specialist in transportation risk for Beehive Insurance in Salt Lake City. He has worked in trucking insurance for 15 years and helps trucking organizations across the country find competitive coverage for their trucking needs

## UTA leadership transitions

The Utah Trucking Association is a nonprofit trade organization that advocates on behalf of the trucking industry. It represents its membership to ensure that laws, rules and regulations are based on sound and proven business practices, enhance safety and promotes transportation efficiencies.

The association is led by a volunteer board of directors, executive committee and officers. Effective May 6, the association’s elected leadership positions changed. Stacey Bettridge of KB Oil has served for the past two years as the association’s president. He will become the immediate past president and will have responsibility for leadership nominations and TruckPac or political endeavor activities.

Jimmy Andrus of Andrus Transportation has served for the past two years as the first vice president and has now assumed the president position. Mark Droubay of Double D Distribution has served as the immediate past president for the past two years and is transitioning to a distinguished group of life-long past presidents.

“I want to thank Mark Droubay for his exemplary service to the board and for his leadership as the president and immediate past president,” said Rick Clasby, Utah Trucking Association executive director. “He is a committed, exemplary and passionate leader. I marvel at those within our organization who are willing to accept more than a decade of direct leadership responsibility. Mark led with passion and accomplished much during his tenure. I also want to thank Stacey for his leadership as president for the past two years and his more than a decade of service to the association on the board and executive committee. I appreciate his example, knowledge of the industry and commonsensical approach to dealing with challenges. I respect his ability to make all feel good about themselves. I look forward to working with Jimmy as the new president and know that he is up for the task and will do a tremendous job. I appreciate all of the other officers and directors. They are committed, hard-working and courageous leaders who are incredible advocates for the trucking industry.”

# TRUCKING COMPANIES

Ranked by Number Of Power Units 2019



	Company Name Address	Phone Web	No. Power Units 2019	Gross Utah Sales 2019	Number of Flatbeds	Number of Refrigerated Vans	Number of Tank Trailers	Number of Dry Vans	Full-Load Carrier?	Less-Than- Truckload Carrier?	2019 Miles	No. of Utah Employees	President/CEO
1	C.R. England Inc. 4701 W. 2100 S. SLC, UT 84120	800-453-8826 crengland.com	4,059	\$1.55B	120	4,916	1,607	1,411	Y	Y	491.1M	1,500	Dan England, Chairman Chad England, CEO Josh England, President
2	Pride Transport Inc. 5499 W. 2455 S. SLC, UT 84120	801-972-8890 pridetransport.com	520	\$140M	0	850	0	50	Y	Y	54.67M	631	Jay England CEO
3	LW Miller Cos. 1050 W. 200 N. Logan, UT 84321	435-753-8350 lwmillier.com	161	\$47.9M	0	85	65	0	Y	N	16.5M	268	Larry W. Miller
4	Sharp Transportation Inc. 390 N. 900 E. Wellsville, UT 84339	435-245-6053 sharptrucking.com	138	\$30.47M	0	85	0	275	Y	Y	11.64M	129	Zan Sharp
5	Godfrey Trucking Inc. 6173 W. 2110 S. West Valley City, UT 84128	801-972-0660 godfreytrucking.com	125	*	15	0	0	300	Y	Y	12M	130	Scott Godfrey
6	James H. Clark & Son Inc. 4100 S. 663 W. SLC, UT 84123	801-266-9322 jameshclark.com	100	\$20M	0	135	0	2	Y	N	10M	135	Gregory D. McCandless
7	Sinclair Trucking Co. 550 E. South Temple SLC, UT 84102	801-524-2700 sinclairoil.com	87	\$3.9M	0	0	124	0	Y	N	3.8M	26	Mark Petersen President
8	Parke Cox Trucking Co. Inc. P.O. Box 911717 St. George, UT 84791	435-628-0886 coxtrucking.com	85	\$20M	23	0	0	267	Y	Y	8.9M	118	Donald L. Cox David P. Cox
9	Double D Distribution Inc. 1550 S. Distribution Drive SLC, UT 84104	801-364-6565 doubleddistribution.com	36	\$7.9M	2	1	65	10	Y	N	2.75M	40	Mark Droubay
10	Bakston Freight Systems Inc. 1522 E. Commerce Drive St. George, UT 84790	435-673-7971 bakston.com	17	\$3.2M	0	0	0	50	Y	Y	440K	22	Jed Johnston
11	Geodyne Transport 1235 S. 3200 W. SLC, UT 84104	801-575-1110 geodyne.net	*	\$7M	0	12	87	0	Y	N	2M	27	Jaden Kemp
12	New Prime Inc. 3720 W. 800 S. SLC, UT 84104	417-866-0001 primeinc.com	*	\$162M	1,273	9,612	486	0	Y	N	\$1.02B	1,694	Robert Low



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## DRIVERS

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chain disruption. However, as shelter-in-place orders have expanded to cover most of the population, industrial production has contracted and freight volume has declined sharply.

The reduction in freight volume has squeezed revenues for trucking companies. One widely followed financial measure is the dry van spot rate, which is the amount of money a driver is paid per mile to haul freight within about a day of the shipment.

This rate has fallen 20 percent since the end of March, according to DAT Solutions. There’s no clear sign when rates might rebound, as some states have extended stay-at-home orders until the end of May and beyond.

Trucking companies say they are concerned about having enough revenue in the coming months to meet their two biggest sources of fixed costs: insurance and loan or lease payments for trucks and trailers.

This is a big concern because many trucking companies are small businesses, just like the florist or the neighborhood restaurant or the hair salon.

Most drivers work in fleets that contain 20 or fewer trucks, according to the Owner-Operator Independent Drivers Association (OOIDA).

OOIDA has been lobbying Congress and the Trump administration to do more for the trucking industry during the pandemic, including providing PPE and testing to truck drivers and targeted economic and regulatory relief for trucking companies.

“They’re facing a real economic crisis to be able to continue to operate, not to mention the fact that they actually are on the front line in the battle against coronavirus,” Todd Spencer,

president and chief executive officer of OOIDA, recently said on CNBC.

Preserving our nation’s trucking capacity is critical to our economic recovery post-COVID-19. It is essential that when industrial production rebounds, trucking capacity is not constrained. We cannot allow America’s trucking companies to fail or we jeopardize the broader recovery.

Daniel Burrows is the founder and CEO of XStream Trucking, a design and engineering company for connected hardware for the long-haul trucking industry.

This article was originally published in *Global Trade* magazine.

# Technology becoming more and more a part of everyday trucking

With our current events, the trucking and shipping industry has been incredibly important for our day-to-day lives. When the initial shock hit everyone, grocery stores were emptied, and stock was put on back order. But with how efficient our trucking distribution is, it didn't take long for things to start coming back in stock. Transporting goods across the country can be a tough business, but as with any job, technology can help even out the bumps.



**BAHAR  
FERGUSON**

One of the biggest problems facing the trucking industry today is a shortage of reliable workers. Everyone has heard of the self-driving cars that Google and Tesla have started working on. It may seem like something that's far from being a widespread technology, but it could be closer for the transportation industry than we think. Autonomous vehicles have short- and long-distance radars, cameras, sensors, 3D mapping and other detection methods. It may take some time for these autonomous vehicles to become widely available, but they are coming. Just think of all the features that come in new cars. Cars can automatically steer for you to keep you in your lane, you have cruise control which will keep you at a constant speed and they even have built-in sensors that stop your car when it gets too close to another object. All of these features are precursors to automatic driving cars.

Even without having access to the self-driving vehicles, these features can make a huge difference for truck drivers. It can be hard when you're driving those long hours not to get distracted and it's features like these that help keep drivers on track. Visibility is greatly reduced in a semi-truck, so having these alerts can really help, especially the blind spot warning alerts for lane changes. While these

features greatly increase safety, most trucks that are on our roads today were manufactured before this technology was widely available. Luckily a lot of companies, such as UPS, are retrofitting older trucks with these safety features. When you're delivering to residential communities it's definitely important to have these collision-mitigation systems.

Another feature that is less widely integrated is the dashcams. A dashcam can be used to monitor the actions of the drivers. Dashcams can track things like speed or reaction time to gauge how safely your drivers are operating. These cameras are great for reducing liability in an accident as well. Anyone can claim they



weren't the one driving poorly, but video evidence can show the truth of any incidents.

There are a lot of challenges that face anyone working in the shipping industry. Anyone who has ever ordered something

for delivery wants to have a way to track their shipment. Luckily, with GPS tracking, anyone can track the movement of their trucking fleet. And you definitely don't want to forget about software to help you manage all this tracking information. There are lots of affordable software options out there to help you manage your fleet. They have all kinds of features such as route planning, maintenance and tracking.

Another great benefit of GPS is truckers being able to navigate the highways to get to their destination. Often, roads can be closed due to certain driving conditions or perhaps an accident. Using GPS maps that pull data in real time, you can foresee delays in advance and plan accordingly.

Another kind of application that is frequently being implemented is automating the freight-matching process. Think of these applications as the Uber for trucking and transportation. Basically, shippers can input what they need

transported and to where and drivers can pick up extra loads to make sure their trucks are at maximum capacity. Even if there are multiple different loads in the truck, with RFID technology it's easy to scan the cargo to make sure it gets to the right place. This automation cuts down on wasted time and fuel. Not only will it save money but it's also quite a bit more environmentally friendly.

More and more people are wanting companies to have environmentally friendly practices. This leads us to electric trucks, which are in the development process and may soon be available to integrate into your fleet. While it may not be very cost-effective to convert your fleet just yet, the savings in fuel would pay off the initial investment.

Finally, one thing that can help improve the work of truckers is satellite Internet. Spending large amounts of time away from home can be hard on your mental health. It's important to stay in touch with friends and family. Satellite Internet can help keep employees connected to the rest of the world even while out on the road. It may even come in handy when truckers get stuck while out of cell range. Often, on the long empty stretches of highway, you may not have access to use your cell phone, but you should have access to satellites.

Our trucking industry is working hard during this current crisis to make sure our stores are stocked and people are getting the essentials delivered to them. The trucking industry is on the precipice of a huge change. While the industry may be slow to fully integrate these systems, they will have a huge impact on how we transport goods.

Bahar Ferguson is president of Wasatch I.T., a Utah provider of outsourced IT services for small and medium-sized businesses.

## Industry expresses appreciation & feeds its own during pandemic

On April 15, Val and Julie Stokes, owners of Stokes Transportation, organized, in partnership with several sponsors, an appreciation lunch offering. Fifteen Hundred Apple Spice box lunches were provided to drivers traveling through the Perry Port of Entry, just south of Brigham City Utah on Interstate 15.

Val Stokes, when asked why this event was important, said, "God bless them, we hear and are grateful for the heroic acts of healthcare workers, police, firemen, military, etc. Additionally, truck drivers are taking many similar risks, running day and night to bring us every good thing that we need to sustain ourselves. Nationwide, the average age of truck drivers is 54, which puts many of them in a high-risk category and many have other health factors that put them at

a higher risk, yet they continue to show up every day to deliver groceries and other supplies necessary to sustain health and keep the economy moving. They deserve our appreciation."

With many businesses closed across the country, it is a challenge for drivers to get decent meals on the road. Drivers are at times pushed to the limits of social distancing just to use a restroom or get a cup of coffee. Like many, they are finding it nearly impossible to find face masks, disinfectant wipes, etc. The intent of this effort is to minimize, if only for one meal and a short period of time, the stresses they are enduring during this pandemic.

This is not the only time that truckers have brought relief. In every kind of natural disaster (hurricanes, floods, earthquakes, etc.) when everyone is



driving out of the danger zone, truckers are driving in to deliver necessary relief supplies. When there are not disasters, truckers operate, largely behind the scenes, consistently bringing everything needed in daily lives. Literally, truckers keep America moving. This event was intended to say "thanks."

Special thanks to Stokes Trucking, Utility Trailers Sales of Utah, Premier Truck Sales, Great Dane of Utah, Jack's Tire, King Farms Trucking, Loanstar Trailer Rental Solutions, UDOT Motor Carrier Division and the Utah Trucking Association for sponsoring and supporting this event.

# LOGISTICS COMPANIES

Ranked by Number of Full-Time Utah Employees



	Company Name Address	Phone Web	Number of Utah Employees	2019 Revenue	Services Offered	Industries Served	Notable Clients	Year Est.	Top Local Executive
1	<b>England Logistics</b> 1325 S. 4700 W. SLC, UT 84104	801-656-4500 englandlogistics.com	412	\$442M	Non-asset-based transportation solutions	Full truckload, less-than-truckload, supply chain management, temp-controlled less-than-truckload, intermodal, parcel	*	1997	Jason Beardall
2	<b>Data2Logistics LLC</b> 7090 Union Park Ave. Midvale, UT 84047	801-287-8400 data2logistics.com	98	\$20M	Freight audit & payment, logistics, professional services	We provide our services for clients in all industries	Cisco Systems, Navistar, United Technologies and hundreds more	1962	David Schembri CEO
3	<b>Godfrey Trucking</b> 6173 W. 2100 S. West Valley City, UT 84123	801-972-0660 godfreytrucking.com	95	*	Full logistics & transportation of goods	All industries needing logistics or shipping	R.C. Willey, Post	1965	Scott Godfrey
4	<b>Arrow Moving &amp; Storage Co. of Utah</b> 3960 S. 300 W. SLC, UT 84107	801-263-5342 arrowmoving.net	42	\$4.75M	Moving, relocation, warehousing, logistics, first/last mile	Residential, commercial, hospitality, logistics	U.S. Dept. of Justice, University of Utah, Hill AFB	2000	David Ottoes President
5	<b>DST Distributors Inc.</b> 444 W. Spring Creek Place Springville, UT 84663	801 491-3781 dstdistributorsinc.com	35	\$8.2M	Trucking, warehouse & storage	Packaging, bottling, warehouse solutions	*	1986	D. Scott Tollestrup
6	<b>Sharp Logistics Inc.</b> 390 N. 900 E. Wellsville, UT 84339	435-245-6053 sharptrucking.com	8	\$24.4M	Logistics	Food, beverage, packaging, sporting goods	Industrial Container, Quality Container, Price Container, Little Dutch Boy, Aaron Packaging, Marco Polo	2000	Zan Sharp
7	<b>New Prime Inc.</b> 3720 W. 800 S. SLC, UT 84104	417-866-0001 primeinc.com	2	\$517.6M	Transportation	Reefer, flatbed, tanker, intermodal	*	1970	Robert E. Low
8	<b>DMC Logistics LLC</b> 4980 W. Amelia Earhart Drive SLC, UT 84116	801-355-8991 dmc-logistics.com	1	*	Same/next day, scheduled on-demand, conjunctive, dedicated, distribution, line hauls, 3PL partnering	National retail, wholesale pharmaceuticals, payroll, finance and medical lab specimen industries	*	2003	Stephen A. Griego President/CEO



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## ECONOMY

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appreciation for trucking companies and drivers, often referring to them as front-line or heroes. Maintaining the supply chain will be critical to rebuilding Utah and the nation's economy.

Trucking is crucial to Utah's health and well-being. In Utah 81 percent of the communities rely exclusively on trucks to move their goods. Seventy-seven percent of Utah's total manufactured tonnage is transported by truck, which equates to nearly 100,000 tons per day. There are more than 7,000 trucking companies based in Utah and they employ

nearly 80,000 people — or one of 15 jobs in the state.

The trucking industry is committed to being good neighbors. It continues to enhance safety and minimize commercial vehicle accidents. Utah trucking companies invest millions in advanced safety technologies, driver training and actively participate in local and national safety initiatives. In Utah, the industry has partnered with UDOT's Zero Fatalities program and has provided trucks, trailers and drivers to teach tens of thousands of driver education students the importance of sharing the road with big rigs. Utah's commercial vehicle fatal crash rate is one of the best in the country. The national fatal crash rate per 100 million miles traveled is 1.34. The Utah fatal crash rate through 2016 was

0.23. Trucking industry leaders understand that while the Utah fatal crash rate is lower than most other states, any fatality is too many and they are devoted to further reducing commercial vehicle accidents and fatalities.

Further evidence of the trucking industry's desire to be good neighbors is its ongoing efforts to reduce emissions. According to the American Transportation Research Institute, new diesel truck engines produce 98 percent fewer particulate matter (PM) and nitrogen oxides (NOx) emissions than a similar engine manufactured prior to 1990 and sulfur emissions from diesel engines have been reduced by 97 percent since 1999.

One of the industry's greatest challenges is a shortage of qualified drivers. Most trucking company officials,

are on the lookout for hard working reliable individuals who would be excited about driving a state-of-the-art piece of equipment while earning a good income.



## GOED

from page 1

"You can imagine how happy I am when we get together and talk about new businesses coming to Utah," Gov. Gary Herbert told the board after the incentives were approved. "Well, today is an extra-happy occasion because in the midst of this pandemic, we have a really a bright light shining of hope and optimism for continued economic expansion in the state of Utah.

"Getting back on the beam, Utah will lead the nation in economic growth and expansion coming out of the pandemic, I can promise you."

Malouf will expand in Nibley and create the jobs over the next decade. Founded in 2003, the company manufactures and distributes bedding and furniture. Company products can be found in major retailers like RC Willey and Mattress Firm, and are also available at online retailers, including Amazon. Its products are available in more than 20 countries. It creates private-label products for brands including Walmart, Target and Macy's.

"Utah is home to so many of our employees, and I'm very grateful that the Governor's Office of Economic Development believes in us," Sam Malouf, CEO, said in a prepared statement. "We've been working on this partnership for three years to bring more jobs to Utah and cement our future here. This announcement is timed perfectly and an indicator of future job stability and growth in our state."

"It is a tribute to the community-oriented culture in Cache Valley, and to Utah's state and local leaders, all who share those same values," said Jeff Steed, the company's chief legal officer. "We could not be more grateful and excited to call this place home."

The \$120 million project is expected to create jobs paying an average of \$54,500. New total wages over 10 years is projected at \$465.3 million. New state tax revenue is expected to total \$57.5 million during that period. The tax credit is for up to nearly \$14.4 million.

The new positions will include accounting and finance, legal, sales, business, marketing, software development, human resources, supply chain, product development, culinary, maintenance and facilities, public relations and data analytics. The company also plans to create an in-house creative marketing con-

sulting firm, with additional writers, graphic designers, photographers, videographers, 3D artists, user experience specialists, and visual merchandisers, according to GOED documents.

"They've grown tremendously over the last few years and have acquired a number of assets around the country," Thomas Wadsworth, GOED associate managing director, told the board. "So, as they look to put down their roots for their headquarters, they considered a number of states and we're lucky enough to have them here today, committing to the state of Utah for the foreseeable future."

GOED board member Brad Bonham described Malouf as "one of the most impressive companies in the state of Utah."

"Six years ago, Malouf took a chance on our community and moved from Logan to Nibley," Shaun Dustin, Nibley city mayor, said in a prepared statement. "Since then, they have been a dynamic and exciting driver of economic development in Nibley and a model corporate partner."

GoHealth's \$10 million project will be over five years as it constructs a building in Lindon. The company is a health insurance marketplace allowing individuals and families to shop and compare health insurance

plans. Formerly known as Norvax Inc., GoHealth was founded in 2001 and is based in Chicago, with additional offices in Lindon and Charlotte, North Carolina.

The company was approved for a tax credit of about \$13 million. The new jobs are expected to pay an average of \$54,000. New wages are projected at about \$259.8 million over five years, and new state tax revenue is expected to top \$65.2 million during that time.

The company received a state incentive in 2018, tied to the creation of 363 jobs to Lindon. The company is approaching that projected job count. The new positions will include those related to an expansion of the licensed health and life insurance agents that were intended in the original application and an expansion of corporate operations. These new operations will include information technology, tech, marketing and human resources.

"It's really excited to have them doubling down and committing to the state of Utah with such a significant job number," Wadsworth said.

"I think it's remarkable to see a company like GoHealth not only come for the first time but continue to expand in Utah," said GOED board member Steve Neeleman.

Anglepoint's \$410,000 expansion project is expected to produce jobs paying an average of \$75,000. Wages over five years are projected at more than \$19.4 million, while new state tax revenue is expected to top \$1.5 million during that period. The incentive is for up to \$228,348.

Based in Santa Clara, California, Anglepoint is focused on IT and software asset management with the goal of helping customers limit IT costs; minimize risk related to the ownership, licensing and use of software; and maximize the productivity of end users. The company was founded in 2009 with three employees and has grown to more than 100.

The expansion will double its Utah workforce. Positions will include general analysts and tooling analysts. The company is highly interested in hiring Utah graduates in IS, computer science/engineering, statistics and IT, according to GOED documents.

Brian Papay, CEO, told the GOED board that while the company has employees in seven countries, "the bulk of the employees will be focused in Utah now. ... All of our USA growth will be focused in Lindon. We want to use it as a growing hub."

"We're lucky to have them

both here in Lindon right now," Michael Forence, Lindon's economic development director, said of GoHealth and Anglepoint. "We're grateful that they're both staying. ... They bring great-paying jobs and [are] increasing their number of employees in our community and we're really lucky to have them. They're both national leaders and so we're just grateful."

Herbert described the incentive approvals as "really a bright spot" and told the companies, "We appreciate your confidence in Utah."

The state, he said is fertile ground for business opportunity. "I think your confidence in us is well-placed and, of course, that's going to help create a bottom line for you and jobs and opportunity for the people ... as you expand here in Utah, and we appreciate that very much."

Utah is has a fast-growing population — meaning a growing customer base — as well as friendly and charitable people, Herbert said.

"It's just a great place to live and it just coincidentally happens to be a great place to do business," he said. "And so that's a combination that means our future is going to be bright and we're going to continue to grow and expand."



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## CALENDAR

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Location is Radisson Hotel Salt Lake City Downtown, 215 W. South Temple, Salt Lake City. Cost is \$319. Details are at [employerscouncil.org](http://employerscouncil.org).

### Aug. 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 West Jordan City Hall Community Room, 8000 S. Redwood Road, West Jordan. Free for members, \$10 for non-members. Details are at [westjordanchamber.com](http://westjordanchamber.com).

### Aug. 21

**Annual Children's Charity Golf Classic,** a Murray Area Chamber of Commerce event. Activities include a 7 a.m. breakfast/check-in and 8 a.m. shotgun start. Location is Murray Parkway Golf Course, 6345 Murray Parkway Ave., Murray. Details to be announced.

### Aug. 24, 7:45-9 a.m.

**WIB Networking,** an Ogden-Weber Chamber of Commerce event. Location is The Argo House, 526 25th St., Ogden. Free for WIB members. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Aug. 25, 10-11 a.m.

**"Art of Negotiation,"** a West Jordan Chamber of Commerce event. Presenter is Marty Gale. Location is West Jordan Chamber, 8000 S. Redwood Road, West

Jordan. Free. Details are at [westjordanchamber.com](http://westjordanchamber.com).

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

**WIB Luncheon,** an Ogden-Weber Chamber of Commerce event. Location is The Monarch, 455 25th St., Ogden. Cost is \$20 for WIB members, \$30 for nonmembers, \$20 for first-time guests. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Aug. 26, 8:30-10 a.m.

**"FMLA: The Rules and How the Courts Interpret Them,"** an Employers Council

event that is part of the five-part Legal Breakfast Briefing Series. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$99. Details are at [employerscouncil.org](http://employerscouncil.org).

### Aug. 27, 7:30 a.m.-2 p.m.

**ACG Utah Golf Tournament,** an Association for Corporate Growth event. Activities include breakfast and registration at 7:30 a.m., shotgun start at 8:30 a.m., and lunch and awards following play. Location is Eaglewood Golf Course, North

Salt Lake. Cost is \$250 for ACG members, \$300 for nonmembers, \$1,000 for foursomes. Details are at <https://www.acg.org/utah/events/2020-golf-tournament>.

### Aug. 27, 8:30 a.m.-12:30 p.m.

**"I-9: Basic Compliance,"** an Employers Council event. Location is Employers Council, Utah office, 423 W. Broadway, Suite 200, Salt Lake City. Cost is \$145. Details are at [employerscouncil.org](http://employerscouncil.org).

### Oct. 21

**Ninth Annual Governor's**

**Energy Summit,** originally scheduled for May 18. Presented by the Governor's Office of Energy Development, in partnership with Utah Media Group and HBW Resources. Morning keynote speaker is Paul Browning, president and CEO of Mitsubishi Hitachi Power Systems Americas Inc. Lunch keynote speaker is Georgios Papadimitriou, head of Enel Green Power North America. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Early-bird cost is \$129. Details are at [governorsenergysummit.com](http://governorsenergysummit.com).



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